# Board of Trade Journal

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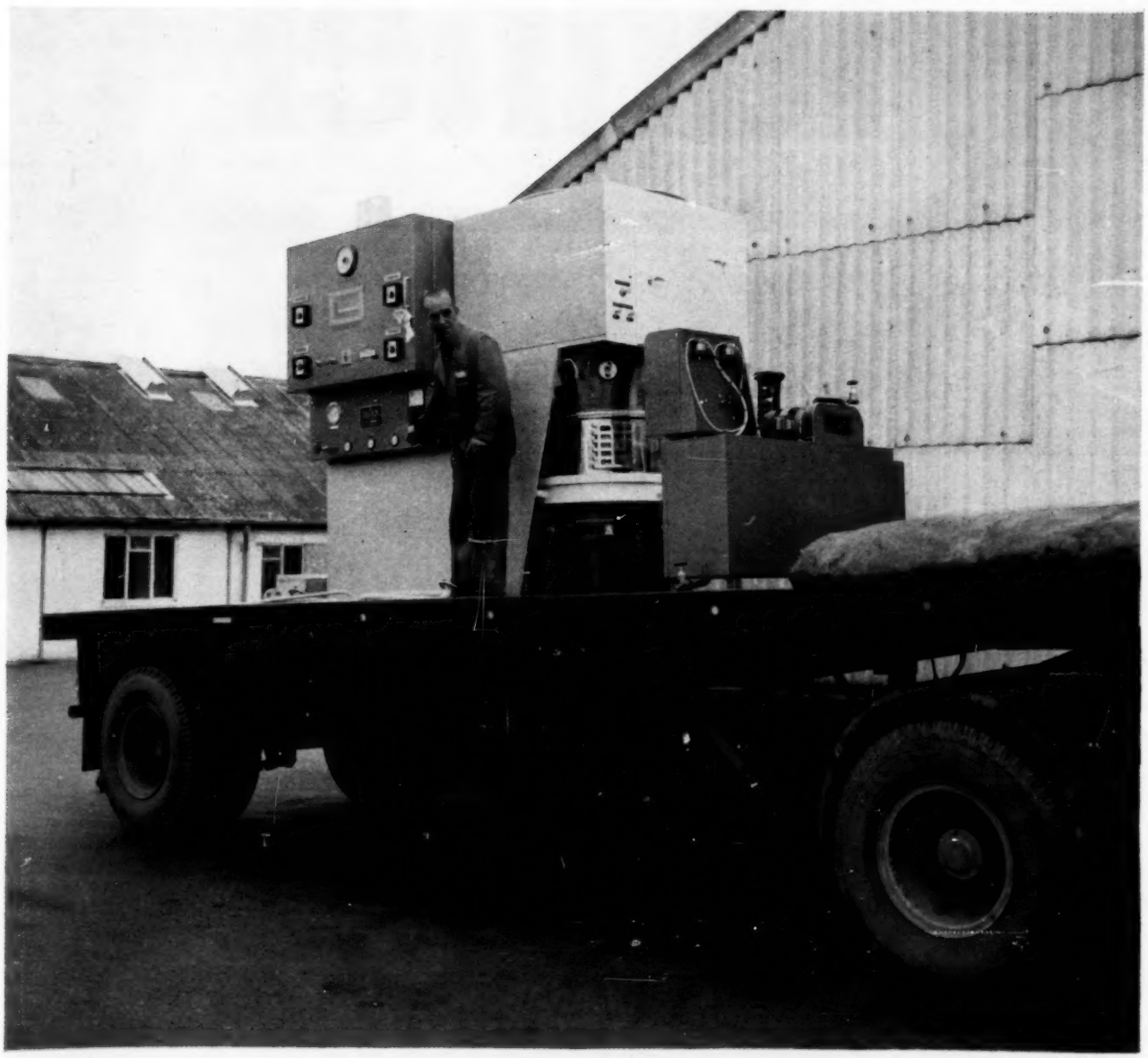

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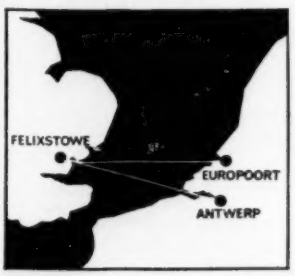


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## *Front cover photograph*

Loading a mixer-granulator-dryer at the Crewe works of Calmic Engineering Company Limited for export to Ceylon, to be used in the pharmaceutical industry. Similar machines are now widely used throughout the world, particularly in the pharmaceutical and food industries, and have the particular advantage that three processes, usually carried out by separate items of equipment are automatically carried out simply by pressing a button on the control panel. This sets in motion a pre-programmed sequence, commencing with mixing of the required ingredients and finishing with the delivery of dry granules ready for processing into tablets or other finished form.

Calmic industrial drying and filtration equipment has been exported to 12 countries, including Japan, Mexico, the United States and USSR. It is being manufactured by associate companies in Australia and Italy and under licence in the United States. Further manufacturing licences are being negotiated in South Africa, India, Argentine, Japan and Canada.

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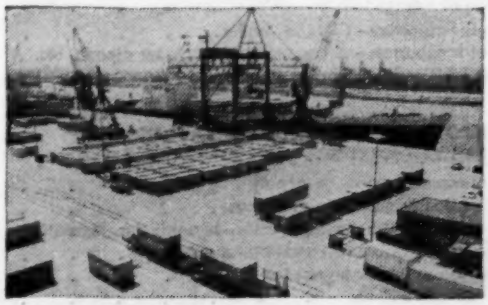

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# *Selling capital goods in the German market*

**By J. L. Taylor, Counsellor (Commercial), British Embassy, Bonn**

***Articles on the marketing of consumer goods in the Federal Republic appeared in February 28 issue pages 595—599 and on 'How to Sell in The Federal Republic of Germany' in March 14 issue pages 735—740.***

'CAPITAL GOODS' embraces so wide a field of products that it is perhaps foolhardy to generalize about selling them. Nevertheless, there are sufficient common factors applicable to marketing them to make it worth looking at the field as a whole; more detailed comments on selling individual product groups are available from the Board of Trade and have been published in the *Export Service Bulletin.*

**The German market**

The capital goods requirements of German industry, local government, institutions and business are largely covered by the production of the country's own highly developed manufacturers. Only some 10 per cent of total requirements are met by imports, but this share was valued at about £600 million in 1968 and is steadily increasing in value. The British share of these imports is currently running at about 14 per cent, made up principally of machinery of all kinds, transport equipment, scientific equipment and instruments and office equipment.

The German GNP amounted to about £55,000 million in 1968, more than 50 per cent higher than that of the United Kingdom. It rose 7 per cent last year and is expected to rise by at least 5 per cent in 1969. Investment in equipment and machinery has been regularly averaging about 12 per cent of GNP and is expected to rise by 13 per cent this year. On the basis of past performance this should allow for capital goods imports in 1969 of well over £650 million. The demand for imports has recently increased because of lengthening delivery dates quoted by German manufacturers, who are heavily committed on export orders.

Common market customs tariffs on machinery and equipment average about 8 per cent at present, and will, as a result of the Kennedy Round, fall to about 5 per cent by January 1, 1972. This level of duties is not an insuperable obstacle. Imports are also favoured – until March 31, 1970 – by the 4 per cent import turnover tax rebate introduced at the end of 1968. Finally, I should mention that credit and finance questions pose no problems for exporters to the German market.

These factors, together with the remaining benefits of the devaluation of the pound, make it important and worthwhile for British exporters to seize this moment to establish their position firmly in the German market – and for new exporters to think about getting into it. It is a market to grow with.

**The buyers**

*Industry*

Modern production methods and the search – strongly supported by German trade unions – for increased productivity, set the tone in most German factories. A general shortage of labour (despite more than one million immigrant workers) strongly favours the introduction of automatic and semi-automatic equipment. German industrial customers are extremely interested in goods that can help to meet these ends. Many observers consider that German industry is still weak on systems (though strong on individual machines and items of plant), so there should be good prospects for equipment and machinery that can be sold as part of a production system.

*Picture shows a bar-straightening machine of the type ordered by Stahlwerke Sudwestfalen AG from the Bronx Engineering Co. Ltd., Lye, Worcs. This West German steel producer placed the order with Bronx because of the advanced design and rugged reliability of the equipment, in spite of the availability of locally produced machines.*

*Public authorities*

Buying decisions are almost all made at land (there are 11 *Länder* or Federal States) level or below. The equipment programmes of universities, scientific institutes, hospitals, radio and television authorities, public utilities and local authorities of all kinds may sometimes be influenced by Federal policy, but the buying decisions are taken locally. This means selling to each authority separately and is one of the reasons why it is vital to have an effective sales, distribution and service system for real success in this market; each unit needs cultivating separately, but the size of the purchasing programme makes this worthwhile. Except for building and construction, few contracts are let by public tender; the usual method is the invitation to offer given to a few selected companies on a short list. Close contact with buying authorities is therefore of great importance to success.

***(Continued on next page)***

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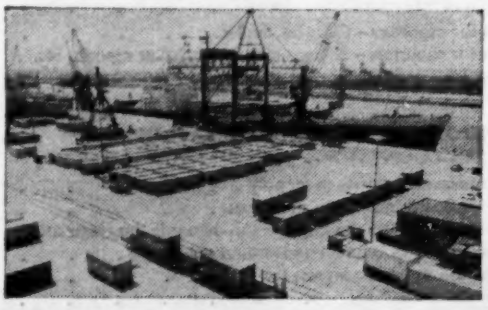

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CAPITAL GOODS IN GERMANY, *continued*

**National buying tendencies**

All foreign companies who try to sell capital goods in Germany have come up against the problem of breaking down prejudice in favour of traditional German suppliers. The outstanding and obvious exceptions to this experience lie in the field of those advanced technological products in which German industry was relatively or absolutely unable to compete – for example, data processing equipment, where IBM has 60 per cent of the market, large aircraft, some nucleonic equipment or such items as electronic components and certain process control installations. Even in such fields German industry is determined, by licensing (exploited with enormous commercial success by many leading German companies) and subsequent indigenous development, to establish its own position, and has in many cases done so.

The German manager has pride and confidence in the products of German industry, and he will normally find every reason to buy German if he can. But the tendency to buy from German manufacturers has been successfully breached by foreign suppliers. French excavators, American oscilloscopes, British-made copiers, Italian accounting machines and Dutch lighting equipment have carved out major market shares because the manufacturers have established sales and service networks, and in some cases local manufacturing facilities that back a good product with good service. Convincing service is the vital ingredient to overcoming national buying tendencies. To compete with any success the foreign supplier must persuade his German customer that he can offer something akin to the service the buyer is accustomed to from German suppliers: a telex message or telephone call that will produce quick results and service, and a spares backing that avoids long delays.

Of course, there are some products that may sell on their technical superiority even without the ideal service and sales backing. But it is rare indeed that sales made on this basis produce continuing and expanding sales that keep pace with the market potential. This is why it is important to review selling arrangements from time to time. The German market is too big and important to allow it to look after itself; given the extreme competitiveness of the market, such a policy is bound to lead to disappointment and possibly to relegation from even the bottom league.

To sum up, national buying tendencies (which exist to a considerable degree in all developed countries, including the United Kingdom), can be overcome by persuading the customer not only that you have a good product which can pay for itself by its performance, but also that there is an organization to back up the sale.

**Marketing points**

The manager of a successful and important British manufacturing company in Germany recently asked his buyers to list some of the obstacles and the basic requirements for marketing British capital goods in Germany. The following comments are drawn in part from the conclusions they reached after consulting other German industrial buyers.

*Industrial norms*

Non-metric measurements are a real obstacle to selling in Germany and place many British manufacturers at a disadvantage compared with German and continental competition. Non-metric specifications lead to difficulties over screws, tools, ball-bearings and general compatibility. Anticipating the planned change to the metric system will help British exporters.

German safety and other specifications cover a wide range of goods, and all goods are potentially affected by the new German law on technical equipment, which is designed to ensure that all equipment is safe to use. Compliance with established norms – either DIN (equivalent to BSI) or those laid down by the electrical and engineering associations (VDE and VDI) is vital (even when not legally obligatory) to sales on the Germany market; for many goods this means obtaining a test certificate from the appropriate body. There is an official technical underwriters service, the Technischer Überwachungs Verein (TUV), whose approval is needed for vehicles and certain other goods. The British Standards Institution (and the Board of Trade) can advise on these requirements.

*Executives of Hamworthy Engineering at their German language weekly tutorial From left: Mr. Roy Smith (commercial manager, Combustion Division), Mr. Bob Taylor (service manager, Combustion Division), Mr. Eric Hughes (tutor), Mr. Ernest Read (technical service manager, screw pumps, Pump and Compressor Division), Mr. Walter Birkill (commercial director) and Mr. Neville Ashby (applications engineer, Hamworthy Hydraulics).*

*Design*

While British quality is widely recognized, design and finish is frequently criticized as old-fashioned and, occasionally, unsatisfactory.

*Delivery*

Because of the United Kingdom's (often unjustified) bad reputation for delivery, special attention needs to be paid to reassuring customers of the readiness of British exporters to give the necessary priority to their needs.

*Service*

Too many British companies have in the past sold their products without making provision for service; this has given British goods in general a poor reputation on this count. Buyers must be convinced that adequate servicing and spares backing will be available.

*Special requirements*

Readiness to meet specific needs – for example, the fitting of German components such as motors – could be a great help in selling plant. More general is the comment that German firms did not buy British because the exporter would not adapt his product to the German customer's special requirements.

*Technical literature*

The old complaint reiterated – that too many firms still do not produce their sales and service pamphlets in German.

**Other aspects of marketing**

*Trade Fairs*

A feature of the German market which can help British exporters is the large number of well organized, specialized, international trade fairs which draw both German and foreign buyers. British participation has been increasing but, in the capital goods sector, still lies behind the French and the American performance.

(*Continued on next page*)

At the 1969 Hanover Fair, for example, 220 American and 270 French firms are exhibiting – but only 190 British. These fairs offer a unique opportunity, provided that a firm's participation is properly prepared, to get buyers (both German and foreign) to the stand and, with the assistance of the firm's representatives, to back its marketing effort with potential customers. They also provide a chance to take the pulse of the market and to view the competition. Ounces of preparation and publicity pay pounds of dividends at these events. Many fairs are accompanied by technical seminars, participation in which could help a firm's marketing programme. For information about these fairs, consult the Board of Trade; there are Board of Trade supported joint ventures at nearly all the important fairs, and if a firm cannot exhibit on its own, it may be able to get its agents to do so.

*Leasing*

Leasing is in its infancy in Germany, but last year 5 per cent of all investment goods were sold on leasing terms. With their longer and more widespread experience of leasing, British firms may want to investgiate the possibilities of this form of selling. Both British and German banks and leasing companies are anxious to help British exporters with this type of finance; co-operation with these can sometimes pay dividends.

**Sub-contracting and third country sales**

A review of the sales prospects for capital goods in Germany would not be complete without reference to the possibilities of selling equipment to third countries in collaboration with or as sub-contractor to German manufacturers, and thus profiting from Germany's own export performance. A fair amount of business in the capital goods sector – for example in instrumentation and control equipment, and in plant – is accounted for by sub-contracting. Cultivating German manufacturers is one part of the sales approach; the other lies in selling to the customer in the third country itself to get him to specify British components. The best chances for this kind of business may lie in EFTA and in Commonwealth countries where tariff advantages or familiarity with British standards may influence the buyer, but the prospects are by no means restricted to these markets.

**Sales organization**

Bearing some of the above comments in mind, what is a good approach to sales in Germany?

*Agents*

Many will wish to start with agents; if so it is important that they should spend enough time and effort to make sure they get the right ones. The Commercial Sections of the Embassy and Consulates-General in Germany will be glad to help to find potential representatives for British firms to visit and interview. It should be reiterated that very few agents can effectively cover the whole German market; exporters should not be put off from appointing several agents and make sure both South and North, and Berlin, are covered.

*Sales subsidiaries*

Where the sales potential is large enough, a sales subsidiary offers many advantages such as direct control of the sales operation. It can also offer savings in relation to taxes, customs duties and commissions but the expenses are also relatively high. The considerations are complex, and the advice of a good accountant is worth paying for. Many successful operations have been built up by taking over an existing agent to form a sales subsidiary and there may be possibilities for setting up a subsidiary relatively cheaply using shared services – secretarial, warehousing and processing orders, for example – provided on a fee paying basis.

*Co-operation with manufacturers*

In many cases good results will be achieved by getting in with a manufacturer of a complementary line of products, who has already tackled the marketing problem and established a distribution and service network. Such connections are not always easy to establish, and may involve relatively complex relationships, but can be very worthwhile; and they may lead on to licensing and other forms of co-operation, and even to acquisition of the German partner. The large number of takeovers of German companies by foreign firms illustrates the success of many such operations as a means of penetrating the market.

*Finance*

The ready availability of German capital to finance local ventures has helped many companies to buy into or acquire local companies, or to found their own manufacturing (or assembling) subsidiaries here. British clearing and merchant banks, and confirming houses, are well equipped to advise on financing both investment and sales.

## *United States Secretary of Commerce visits Mr. Crosland*

MR. MAURICE STANS, the United States Secretary of Commerce, and Mr. Carl Gilbert, Special Representative Designate for Trade Negotiations), during a visit on April 24 and 25 to the United Kingdom at the end of their European tour, had talks with Mr. Anthony Crosland, President of the Board of Trade, on trade policy. Mr. Stans also called on Mr. Harold Wilson, the Prime Minister, and Mr. Roy Jenkins, the Chancellor of the Exchequer.

## *British firm wins big Japanese contract*

LORD BROWN, Minister of State, Board of Trade, was present at a conference held by Maple-Lablanc in London on April 29 to announce the ratification of a very important contract between Lablanc and one of the largest Japanese trading organizations, the Marubeni Iida Co. Ltd.

This is to supply Marubeni-Iida with items of fine art amounting to £2 million this year. The agreement, which states that there will be 'a systematic investigation of all possible avenues of export from Britain to Japan', is expected by Lablanc to escalate to at least £10 million a year, and will ultimately cover a vast range of goods.

British traditional furniture and furnishings, the works of contemporary British artists and sculptors, antiques and antiquities, as well as high-quality reproductions of world-famous works of art, are all included in the present deal.

From the furniture and furnishings supplied by Maple-Lablanc, Marubeni-Iida will put up a showroom in Tokyo of 18 room settings of Western design from which Japanese department store buyers will make their choice.

This contract is the most important deal yet made in the field of fine arts, and the culmination of intensive negotiation and many visits to Tokyo by Mr. George Whyte, managing director of Maple-Lablanc, who is chairman of the Antiques and Fine Arts Product Group of the British Week Tokyo Steering Committee. He led a very successful mission of this Product Group to Tokyo last autumn, and has secured widespread participation by his trade in the British Week. He also accompanied the Furniture Group Mission to Tokyo as an adviser.

The firm of Lablanc, which Mr. Whyte founded in 1956, was merged with Maple's 10 years later and now exports to more than 20 countries. 'There has been in Japan a dramatic growth of interest in Western design and fine arts, and we are proud that a British company is going to be the major supplier in this field,' said Mr. Whyte.

Sir John Pilcher, British Ambassador to Japan, and Mr. Michael Montague, chairman of the BNEC Asia Committee, were also present at the conference.

## *The Queen's Award to Industry, 1969*

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CAPITAL GOODS IN GERMANY, *continued*

**National buying tendencies**

All foreign companies who try to sell capital goods in Germany have come up against the problem of breaking down prejudice in favour of traditional German suppliers. The outstanding and obvious exceptions to this experience lie in the field of those advanced technological products in which German industry was relatively or absolutely unable to compete – for example, data processing equipment, where IBM has 60 per cent of the market, large aircraft, some nucleonic equipment or such items as electronic components and certain process control installations. Even in such fields German industry is determined, by licensing (exploited with enormous commercial success by many leading German companies) and subsequent indigenous development, to establish its own position, and has in many cases done so.

The German manager has pride and confidence in the products of German industry, and he will normally find every reason to buy German if he can. But the tendency to buy from German manufacturers has been successfully breached by foreign suppliers. French excavators, American oscilloscopes, British-made copiers, Italian accounting machines and Dutch lighting equipment have carved out major market shares because the manufacturers have established sales and service networks, and in some cases local manufacturing facilities that back a good product with good service. Convincing service is the vital ingredient to overcoming national buying tendencies. To compete with any success the foreign supplier must persuade his German customer that he can offer something akin to the service the buyer is accustomed to from German suppliers: a telex message or telephone call that will produce quick results and service, and a spares backing that avoids long delays.

Of course, there are some products that may sell on their technical superiority even without the ideal service and sales backing. But it is rare indeed that sales made on this basis produce continuing and expanding sales that keep pace with the market potential. This is why it is important to review selling arrangements from time to time. The German market is too big and important to allow it to look after itself; given the extreme competitiveness of the market, such a policy is bound to lead to disappointment and possibly to relegation from even the bottom league.

To sum up, national buying tendencies (which exist to a considerable degree in all developed countries, including the United Kingdom), can be overcome by persuading the customer not only that you have a good product which can pay for itself by its performance, but also that there is an organization to back up the sale.

**Marketing points**

The manager of a successful and important British manufacturing company in Germany recently asked his buyers to list some of the obstacles and the basic requirements for marketing British capital goods in Germany. The following comments are drawn in part from the conclusions they reached after consulting other German industrial buyers.

*Industrial norms*

Non-metric measurements are a real obstacle to selling in Germany and place many British manufacturers at a disadvantage compared with German and continental competition. Non-metric specifications lead to difficulties over screws, tools, ball-bearings and general compatibility. Anticipating the planned change to the metric system will help British exporters.

German safety and other specifications cover a wide range of goods, and all goods are potentially affected by the new German law on technical equipment, which is designed to ensure that all equipment is safe to use. Compliance with established norms – either DIN (equivalent to BSI) or those laid down by the electrical and engineering associations (VDE and VDI) is vital (even when not legally obligatory) to sales on the Germany market; for many goods this means obtaining a test certificate from the appropriate body. There is an official technical underwriters service, the Technischer Überwachungs Verein (TUV), whose approval is needed for vehicles and certain other goods. The British Standards Institution (and the Board of Trade) can advise on these requirements.

*Executives of Hamworthy Engineering at their German language weekly tutorial From left: Mr. Roy Smith (commercial manager, Combustion Division), Mr. Bob Taylor (service manager, Combustion Division), Mr. Eric Hughes (tutor), Mr. Ernest Read (technical service manager, screw pumps, Pump and Compressor Division), Mr. Walter Birkill (commercial director) and Mr. Neville Ashby (applications engineer, Hamworthy Hydraulics).*

*Design*

While British quality is widely recognized, design and finish is frequently criticized as old-fashioned and, occasionally, unsatisfactory.

*Delivery*

Because of the United Kingdom's (often unjustified) bad reputation for delivery, special attention needs to be paid to reassuring customers of the readiness of British exporters to give the necessary priority to their needs.

*Service*

Too many British companies have in the past sold their products without making provision for service; this has given British goods in general a poor reputation on this count. Buyers must be convinced that adequate servicing and spares backing will be available.

*Special requirements*

Readiness to meet specific needs – for example, the fitting of German components such as motors – could be a great help in selling plant. More general is the comment that German firms did not buy British because the exporter would not adapt his product to the German customer's special requirements.

*Technical literature*

The old complaint reiterated – that too many firms still do not produce their sales and service pamphlets in German.

**Other aspects of marketing**

*Trade Fairs*

A feature of the German market which can help British exporters is the large number of well organized, specialized, international trade fairs which draw both German and foreign buyers. British participation has been increasing but, in the capital goods sector, still lies behind the French and the American performance.

(*Continued on next page*)

At the 1969 Hanover Fair, for example, 220 American and 270 French firms are exhibiting – but only 190 British. These fairs offer a unique opportunity, provided that a firm's participation is properly prepared, to get buyers (both German and foreign) to the stand and, with the assistance of the firm's representatives, to back its marketing effort with potential customers. They also provide a chance to take the pulse of the market and to view the competition. Ounces of preparation and publicity pay pounds of dividends at these events. Many fairs are accompanied by technical seminars, participation in which could help a firm's marketing programme. For information about these fairs, consult the Board of Trade; there are Board of Trade supported joint ventures at nearly all the important fairs, and if a firm cannot exhibit on its own, it may be able to get its agents to do so.

*Leasing*

Leasing is in its infancy in Germany, but last year 5 per cent of all investment goods were sold on leasing terms. With their longer and more widespread experience of leasing, British firms may want to investgiate the possibilities of this form of selling. Both British and German banks and leasing companies are anxious to help British exporters with this type of finance; co-operation with these can sometimes pay dividends.

**Sub-contracting and third country sales**

A review of the sales prospects for capital goods in Germany would not be complete without reference to the possibilities of selling equipment to third countries in collaboration with or as sub-contractor to German manufacturers, and thus profiting from Germany's own export performance. A fair amount of business in the capital goods sector – for example in instrumentation and control equipment, and in plant – is accounted for by sub-contracting. Cultivating German manufacturers is one part of the sales approach; the other lies in selling to the customer in the third country itself to get him to specify British components. The best chances for this kind of business may lie in EFTA and in Commonwealth countries where tariff advantages or familiarity with British standards may influence the buyer, but the prospects are by no means restricted to these markets.

**Sales organization**

Bearing some of the above comments in mind, what is a good approach to sales in Germany?

*Agents*

Many will wish to start with agents; if so it is important that they should spend enough time and effort to make sure they get the right ones. The Commercial Sections of the Embassy and Consulates-General in Germany will be glad to help to find potential representatives for British firms to visit and interview. It should be reiterated that very few agents can effectively cover the whole German market; exporters should not be put off from appointing several agents and make sure both South and North, and Berlin, are covered.

*Sales subsidiaries*

Where the sales potential is large enough, a sales subsidiary offers many advantages such as direct control of the sales operation. It can also offer savings in relation to taxes, customs duties and commissions but the expenses are also relatively high. The considerations are complex, and the advice of a good accountant is worth paying for. Many successful operations have been built up by taking over an existing agent to form a sales subsidiary and there may be possibilities for setting up a subsidiary relatively cheaply using shared services – secretarial, warehousing and processing orders, for example – provided on a fee paying basis.

*Co-operation with manufacturers*

In many cases good results will be achieved by getting in with a manufacturer of a complementary line of products, who has already tackled the marketing problem and established a distribution and service network. Such connections are not always easy to establish, and may involve relatively complex relationships, but can be very worthwhile; and they may lead on to licensing and other forms of co-operation, and even to acquisition of the German partner. The large number of takeovers of German companies by foreign firms illustrates the success of many such operations as a means of penetrating the market.

*Finance*

The ready availability of German capital to finance local ventures has helped many companies to buy into or acquire local companies, or to found their own manufacturing (or assembling) subsidiaries here. British clearing and merchant banks, and confirming houses, are well equipped to advise on financing both investment and sales.

## *United States Secretary of Commerce visits Mr. Crosland*

MR. MAURICE STANS, the United States Secretary of Commerce, and Mr. Carl Gilbert, Special Representative Designate for Trade Negotiations), during a visit on April 24 and 25 to the United Kingdom at the end of their European tour, had talks with Mr. Anthony Crosland, President of the Board of Trade, on trade policy. Mr. Stans also called on Mr. Harold Wilson, the Prime Minister, and Mr. Roy Jenkins, the Chancellor of the Exchequer.

## *British firm wins big Japanese contract*

LORD BROWN, Minister of State, Board of Trade, was present at a conference held by Maple-Lablanc in London on April 29 to announce the ratification of a very important contract between Lablanc and one of the largest Japanese trading organizations, the Marubeni Iida Co. Ltd.

This is to supply Marubeni-Iida with items of fine art amounting to £2 million this year. The agreement, which states that there will be 'a systematic investigation of all possible avenues of export from Britain to Japan', is expected by Lablanc to escalate to at least £10 million a year, and will ultimately cover a vast range of goods.

British traditional furniture and furnishings, the works of contemporary British artists and sculptors, antiques and antiquities, as well as high-quality reproductions of world-famous works of art, are all included in the present deal.

From the furniture and furnishings supplied by Maple-Lablanc, Marubeni-Iida will put up a showroom in Tokyo of 18 room settings of Western design from which Japanese department store buyers will make their choice.

This contract is the most important deal yet made in the field of fine arts, and the culmination of intensive negotiation and many visits to Tokyo by Mr. George Whyte, managing director of Maple-Lablanc, who is chairman of the Antiques and Fine Arts Product Group of the British Week Tokyo Steering Committee. He led a very successful mission of this Product Group to Tokyo last autumn, and has secured widespread participation by his trade in the British Week. He also accompanied the Furniture Group Mission to Tokyo as an adviser.

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# Hunt Committee Report on the Intermediate Areas

THE INTENSIFICATION of development area policies during the 1960's, culminating in the 1966 Industrial Development Act, and the introduction of REP/SET in 1967, led to growing anxiety in areas outside the development areas experiencing a wide variety of economic problems. Pressures for special measures of assistance from these areas led to the setting up of the Hunt Committee to 'examine in relation to the economic welfare of the country as a whole and the needs of the development areas, the situation in other areas where the rate of economic growth gives cause (or may give cause) for concern, and to suggest whether revised policies to influence economic growth in such areas are desirable, and, if so, what measures should be adopted'.

The committee was appointed on September 21, 1967, under the chairmanship of Sir Joseph Hunt, director, Chloride Electrical Storage Co. Ltd., formerly chairman of West Midlands Economic Planning Council.

The other members were: Professor A. J. Brown, Professor of Economics, University of Leeds. Mr. J. A. Cook, divisional organizer, National Union of Tailors and Garment Workers, member of East Anglia Economic Planning Council, chairman of TUC East Region Advisory Committee; Sir Sadler Forster, chairman, The English Industrial Estates Corporation, member of Northern Economic Planning Council; Mr. R. W. Holder, managing director, Avimo Ltd., member of South West Economic Planning Council; Mr. M. J. C. Hutton-Wilson, vice-chairman, Albright and Wilson, formerly member of Yorkshire and Humberside Economic Planning Council; Mr. J. Jack, general secretary, Scottish Trades Union Congress, member of Scottish Economic Planning Council; Professor J. R. James, Professor of Town and Regional Planning, University of Sheffield, formerly chief planner to the Ministry of Housing and Local Government; Mr. J. King, general secretary, National Union of Textile and Allied Workers, member of North West Economic Planning Council; Professor Brinley Thomas, Professor of Economics, University College, Cardiff (resigned from the committee on April 9, 1968, to take up post as chairman of the Welsh Council). Joint secretaries: Mr. T. U. Burgner, Department of Economic Affairs; Mrs. D. E. F. Carter, Board of Trade.

The following officials acted as assessors: Mr. R. N. Heaton, Department of Economic Affairs; Mr. H. J. D. Cole, Department of Economic Affairs; Mr. K. Barnes, Department of Employment and Productivity; Mr. I. V. Pugh, Ministry of Housing and Local Government; Mr. T. R. H. Godden, Scottish Office; Miss P. K. Piercy, Ministry of Technology; Mr. C. J. A. Whitehouse, Board of Trade; Mr. J. D. Jones, Ministry of Transport; Mr. J. S. Orme, Welsh Office.

The committee evaluated a wide range of evidence submitted from many parts of the country against the range of economic and social criteria that they selected as relevant to their task, they visited all the economic planning regions of Great Britain, and invited evidence from a variety of bodies. Their Report, which embodied the results of all these studies, was presented to the Secretary of State for Economic Affairs on Thursday, February 20, 1969, and was published on Thursday, April 24, 1969.

The committee found that the regions outside the development areas where the rate of economic growth gave cause for concern were the North West and Yorkshire and Humberside Regions. Their recommendations (which were unanimous save for a Note of Dissent by Professor A. J. Brown and reservations on certain individual recommendations by Sir Sadler Forster, Mr. M. J. C. Hutton-Wilson and Mr. J. Jack) are as follows:

### The human assets

*Training and education*

(i) There should be an early study of the best organizational means of creating in the North West and Yorkshire and Humberside Regions a closer regional partnership between training and further education. This should provide for strong links with the Regional Economic Planning Councils, so that education and training resources can be harnessed to a close and sensitive knowledge of the regions' economy, its industrial structure and the need for trained manpower (para. 407).

(ii) The programme for Government Training Centres should be reviewed to ensure that the needs of areas outside the development areas are fully met (para. 408).

(iii) The grants and direct training assistance available to firms in the development areas should be extended to the North West and Yorkshire and Humberside Regions (para. 408).

(iv) DEP's Manpower and Productivity Service should pay special regard to training and manpower utilization in the North West and Yorkshire and Humberside Regions as a means of increasing productivity (para. 408).

(v) DEP should offer a comprehensive service, covering advice about labour available, analysis of training requirements and a training service to make good any deficiencies, to firms planning to move to the North West or Yorkshire and Humberside (para. 410).

*Technological innovation*

(vi) A Small Business Centre should be established in either the North West Region or the Yorkshire and Humberside Region, or both (para. 418).

*Mobility of labour*

(vii) The DEP schemes of assistance should be periodically reviewed to ensure that the levels of assistance have kept pace with costs (para. 425).

### The physical assets

*Building grants*

(viii) Manufacturers undertaking new industrial building of a capital nature – whether of a new building or the modernization of an existing one – in manufacturing industry in the North West and Yorkshire and Humberside Regions should receive building grants of 25 per cent, whether or not new employment is created. These grants should be paid in stages corresponding to those at which payments to the builder have to be made (paras. 435-8).

*Growth zones*

(ix) The Economic Planning Councils of the North West and of Yorkshire and Humberside in conjunction with the local planning authorities should be asked to identify potential growth zones (para. 454).

(x) Within the selected growth zones industrial estates that would provide new employment should be established at key points in relation to the communications network and to areas of greatest immediate employment need (para. 454).

(xi) The building of industrial estates should normally be undertaken by the Board of Trade, acting through the Industrial Estates Corporation whose activities should be extended to selected growth zones (para. 455).

(xii) Priority should be given to the provision of public services to the industrial estates; to the provision of road links joining the estates with the national communications network and with the surrounding areas to facilitate travel-to-work; and to tackling dereliction throughout the growth zones. Additional funds should be made available for this purpose (paras. 455 and 456).

## Delay in dispatch of Journal

AS THE *Board of Trade Journal* went to Press on April 29, it appeared likely that there would be some delay in sending out copies of the May 2 issue, owing to an industrial dispute at HMSO's publishing warehouse.

Some announcements and features have been held over from this issue.

*Derelict land*

(xiii) The Government should set a target of 15 years for the reclamation of all derelict land justifying treatment in the development areas, the North West and Yorkshire and Humberside Regions, the Notts/Derbys sub-region and the North Staffordshire sub-region. Key areas, such as selected growth zones, should be given especially high priority (para. 461).

(xiv) A national programme of reclamation should be drawn up and co-ordinated by the Ministry of Housing and Local Government and the Scottish and Welsh Departments, which should reflect national economic priorities (para. 465).

(xv) A land reclamation agency should be established, as a service of advice and assistance to local authorities for the technical and executive aspects of reclamation. The National Coal Board's Opencast Executive could form the basis of this (paras. 467 and 468).

(xvi) The North West and Yorkshire and Humberside Regions should receive the same level of Exchequer grant as the development areas (currently 85 per cent). The same rate should be applicable in the Notts/Derbys sub-region and the North Staffordshire sub-region (paras. 474 and 475).

*Air pollution*

(xvii) The Minister of Housing and Local Government should in appropriate cases use the powers of the Clean Air Act, 1968, to ensure that local authorities in 'black areas' of the North West, Yorkshire and Humberside and the Notts/Derbys coalfield area draw up clean air schemes for their area (para. 481).

**Modification of Industrial Development Certificate policies**

(xviii) The Government should make widely known the considerations that determine the grant of idcs, including any subsequent modifications (para. 484).

(xix) The idc minimum limit should be raised to 10,000 sq. ft. in all regions (para. 487).

(xx) Idcs should be made available to firms wishing to establish themselves in the North West and Yorkshire and Humberside Regions, provided that labour is available and that there are no other locational drawbacks (para. 488).

(xxi) Idcs should be available for firms who, having been advised of the advantages of a development area location, wish to move from a conurbation to a related overspill location, within the limits of its planned growth (para. 490).

**Development Area policies and measures**

(xxii) There should be a comprehensive review of development area policies to determine the effectiveness of existing measures and their consistency both with other Government policies and with policies for other areas (para. 493).

(xxiii) The Merseyside Development Area should be de-scheduled and treated on the same basis as the rest of the North West Region (para. 495).

*Areas bordering the Development Areas*

(xxiv) The Government should review progress throughout the development areas with a view to de-scheduling when appropriate (para. 497).

(xxv) In the South West, a high degree of priority should be given to the completion of the 'spine' road from Bristol to Plymouth and Penzance. The study of the site for the sub-region's airport should be speedily concluded (para. 498). The problem of Okehampton should be reviewed in the light of the study of development area boundaries suggested above with a view to de-scheduling North Devon when communications are improved (para. 500).

(xxvi) The Government should keep under review the situation in those parts of Scotland, the South West and Wales bordering the development areas, so that in the event of a deterioration in the position of any individual area, special measures of the type we recommend for the North West and Yorkshire and Humberside could be taken (para. 501).

*Other recommendations*

(xxvii) The Government should fix an early date for the completion of an adequate road link for Telford with the West Midlands conurbation (para. 340).

# *Government proposals on the Hunt Committee Report*

In the course of a speech in Parliament on April 24, Mr. Peter Shore, Department of Economic Affairs, said: 'The Government have considered these recommendations against the background of our assessment of general economic prospects for the regions in the recently published Economic Assessment to 1972, in the context of our regional policy as a whole and within the need to limit public expenditure.

'We are convinced that it is necessary to retain for the development areas and special development areas a large margin of preference in assistance to industry. Although the massive increase in Government preferential assistance to industry – for these areas – from some £30 million in 1964 to over £260 million – is making a vital and growing contribution to overcoming their still serious structural problems, none of these areas is yet ready for de-scheduling. The Government do not propose, therefore, to accept the Hunt Committee's recommendation for the de-scheduling of Merseyside.

'Against this background we have considered carefully on the one hand the Hunt Committee's arguments for spreading limited resources over the whole of the two Regions concerned and on the other hand for concentrating these on a few areas where present and prospective needs are greatest. We have concluded that the better course is to concentrate assistance to industry with an employment link on a strictly limited number of smaller areas. For this reason, we have not been able to accept the Hunt Committee's proposal for a general building grant.

'The Government consider that the selection of areas to be given assistance to industry must be governed strictly by criteria of need, especially the level and character of unemployment and numbers of unemployed, the incidence of high net outward migration and the real scope for industrial growth.

'I turn now to our proposals.

**Assistance to industry: areas**

'In indicating the areas to which, in our view, these criteria most clearly point, I must emphasize that I describe them in broad terms. We shall take fully into account any further views of the Regional Economic Planning Councils. Consultations with them will be completed and the precise boundaries of these new intermediate areas will be announced after the Whitsun recess. Thereafter we will bring forward the necessary legislation as quickly as possible.

'These areas are:

The Yorkshire coalfield area.
The Erewash Valley area of Derbyshire.
Parts of Humberside.
The main industrial areas of North East Lancashire east of the proposed New Town.
A substantial part of South East Wales.
Leith.
Plymouth.

'We have considered the problems of other areas, but we have concluded that these problems do not at present justify the use of financial incentives to divert industry to them.

**Assistance to industry: measures**

'We propose to seek powers to make available to these intermediate areas certain assistance under the Local Employment Acts. This will not include the loans and grants, for general purposes, which are made in the development areas on the advice of the Board of Trade Advisory Committee.

'What it will include is:

(i) Grants at 25 per cent of factory building costs;

(ii) Government-built factories (both custom-built and advance factories) on the same basis as in the development areas;

(*Continued at foot of next page*)

# *Monopolies Commission's report on the supply of beer*

THE REPORT of the Monopolies Commission on the supply of beer was published by the Board of Trade on April 28. The commission were required by the Board of Trade in July 1966 to investigate whether monopoly conditions, as defined in the monopolies legislation, existed in relation to the supply of beer within the United Kingdom for retail sale on licensed premises; and, if so, whether those conditions or any practices followed in connection with them were against the public interest. Broadly, monopoly conditions prevail where at least one third of the supply of a commodity is in the hands of a single supplier or of a number of suppliers who so conduct their affairs as to restrict competition.

**The monopoly conditions**

The commission have found that the conditions as defined in the legislation prevail because more than one third, and in fact virtually all, of the beer supplied to licensed retailers is supplied by brewers who so conduct their respective affairs as to restrict competition in that they own licensed retail premises (tied houses) and supply beer to tenants of those premises on terms which restrict the tenants as to the sources from which they may buy beer and as to the brands they may buy, stock and sell.

**The public interest**

The commission have found in practice that they could not reach any conclusions as to the effects of these conditions on the public interest without taking account of the activities of the brewers as a whole, including their interests in the production, wholesaling and retailing of all drinks sold on licensed premises. In other words, it was necessary to examine the tied house system as a whole. They have formed the view that the tied house house system, as operated in the conditions of restricted competition which in any case result from the licensing laws, has certain disadvantageous effects, namely:

(1) that the elimination of inefficient, high-cost and redundant brewing capacity is retarded;

(2) that the tied house system is to some extent detrimental to (as well as being inessential to) the creation by brewers of 'rational' and efficient system of distribution in contemporary conditions;

(3) that the tied house system, as exploited by the brewers, has weakened, or prevented the growth of, independent wholesalers of wines, spirits, etc., and that the brewers are not under pressure (except when selling certain products through the off-licensed retail trade) to pass on any of the price advantage they gain by the exercise of their strong bargaining power vis-a-vis independent producers and suppliers;

(4) that the entry of new producers and new products (other than brewers' own new products) is hindered;

(5) that competition among brewers principally takes the form of competition to acquire captive portions of the retail market and to improve the amenities of their captive outlets; that as a result the retail trade is generally more uncompetitive than it would be in any event in conditions of restrictive licensing; and that, in particular, in the on-licensed retail trade price competition is practically absent and licensees tend to conform to a type which is content to avoid active competition.

The only positive advantages they could find which stemmed from the system were its contribution to the improved standard of public house amenities and the preservation of some isolated public houses that might not have survived except in brewers' ownership.

The commission have concluded, therefore, that the 'monopoly conditions' that prevail operate, and may be expected to operate, against the public interest since the restrictions on competition involved in the tied house system operated by the brewer suppliers concerned are (for the reasons mentioned above) detrimental to efficiency in brewing, wholesaling and retailing, to the interests of independent suppliers (including potential new entrants) and to the interests of consumers.

**Remedies**

The commission, having considered the possibility of various alternative arrangements, have found that there are no practicable alternative arrangements within the framework of restrictive licensing which would remove the defects of the existing tied house system, either wholly or in part, without creating disadvantages which would outbalance the advantages. They formed the view, however, that a relaxation of the licensing laws could go far to remove the defects of the tied house system without creating any significant disadvantages. In arriving at this view the commission have had very much in mind that it is not their function to criticise the social objectives of the licensing laws, but they believe that these laws could be changed without detriment to the social objectives. They have recommended, therefore, that the licensing system in England and Wales should be substantially relaxed with the general objective of permitting the scale of alcoholic drinks, for on or off consumption, by any retailer whose character and premises satisfy certain minimum standards. The recommendation is not precise as to what those minimum standards should be, how they should be administered, or what other relaxations (e.g. as to flexibility of opening hours, access by children) might be necessary or advisable; it is recognized that these are matters calling for consultation between the departments concerned and for the approval of Parliament. The recommendation is confined to England and Wales because the tied house system is much less prevalent in Scotland and hardly exists in Northern Ireland; but it is assumed that if licensing were relaxed in England and Wales the situations in Scotland and Northern Ireland would be separately reviewed by the relevant authorities.

Copies of the Report 'Monopolies Commission Report on the Supply of Beer' (HC No. 216) are available, price 17s. 6d., from HMSO, 49 High Holborn, London, W.C.1, and branches (by post price 18s. 4d. from HMSO, PO Box 569, London, S.E.1).

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GOVERNMENT PROPOSALS ON HUNT REPORT, *continued*

(iii) The full range of development area training grants and other training assistance, together with assistance for the transfer of key workers.

'The date from which firms will be eligible for this assistance will be announced later.

'We agree with the Hunt Committee that industry in the intermediate areas should be encouraged particularly in places which have real scope for growth. The studies made by Regional Economic Planning Councils have attached importance to the development of suitable growth zones, and we will take Council's views fully into account.

'There will be some additional expenditure on roads in the selected areas, and proposals for the provision of new housing associated with industrial growth will be encouraged. There will also be an enlarged national programme for derelict land clearance for schemes certified by the Board of Trade as contributing to the development of industry in the area. For the North West and the Yorkshire and Humberside Regions, as a whole, in the areas selected for assistance to industry and in the North Staffordshire and Notts-Derby planning sub-divisions, we intend to seek power to make available to local authorities a capital grant of 75 per cent.

'I turn now to idc policy.

'The industrial development certificate control is operated flexibly and with sensitivity to industrial and local circumstances, but it remains essential to relate its operation overall to the priorities of our regional policy, particularly to the needs of the development areas. The Board of Trade will continue to operate the idc control so as to give the development areas and the new intermediate areas general priority. In the rest of the North West and the Yorkshire and Humberside Regions the control will continue to be administered liberally except in the congested parts or places otherwise unsuitable for industrial expansion.

'We do not accept the Hunt proposals that the general exemption limit should be increased from the present levels to 10,000 square feet or that all control should be removed from moves to overspill towns. But we do see the need for a more flexible policy for such moves where planned development may be held up if the flow of industry to overspill towns from an exporting area is impeded. It certainly is our intention that all approved schemes for new and expanding towns should be properly supported by employment opportunities.

'When these measures are in full operation their cost will amount to nearly £20 million a year. This will be met out of the very substantial and growing sums being spent on assistance to industry in the development areas. Even so, expenditure in the development areas will remain very high, and they will, of course, retain a very large and continuing preference over the rest of the country, including the new intermediate areas.

'The work of the Hunt Committee and our proposals for the new intermediate areas which have flowed from it mark an important new stage in the development of regional policy.

'We are pressing on with the recovery of the development areas. We are responding flexibly to the changing needs of the different parts of the country. We will continue to seek through our regional policy to serve the interests of every region and the whole country.'

## Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a trade association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 16.

| Tariff heading | Proposed definition for exemption purposes | Asked for as | Exemption required until | Reference |
|---|---|---|---|---|
| 29.02 | Trichlorobenzene mixed isomers | Trichlorobenzene mixed isomers containing less than 77·5% by weight of 1.2.4 | December 31 1969 | 10602 |
| 29.06 | 3 5 - Di*tert*butyl - 4 - hydroxykenzyl alcohol | 4-Hydroxymethyl-2 6-di-tert-butylphenol | December 31 1969 | 13271 |
| 29.23 | 4 - Dimethylaminobenzaldehyde | p - Dimethylamino-benzaldehyde | December 31 1969 | 13284 |

## Application for anti-dumping duties on low density polyethylene

THE BOARD OF TRADE gave notice on July 5, 1968, that they were considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of anti-dumping duties on low density polyethylene (of density not less than 0.912 gramme per cubic centimetre and not more than 0.935 gramme per cubic centimetre as determined by the method in Appendix B of British Standard Specification 3412:1966) in the form of blocks, lumps, powders (including moulding powders), granules, flakes and similar bulk forms, imported from France, Italy, the Netherlands and the United States.

Board of Trade investigators visited the producers in France, Italy and the Netherlands and conducted detailed and extensive inquiries into sales by the American producers. The Board found that less than 20 per cent of the total tonnage imported from the cited countries was at dumped prices which represented under 2 per cent of the total United Kingdom market for low density polyethylene. Taking account also of the margins of dumping involved, the Board are not satisfied that these imports have caused or threatened material injury to the British industry. A case has, therefore, not been made out for action now under the anti-dumping legislation. Should there be any material change in the situation the Board of Trade will be ready to examine any renewed application made by the British industry.

The Governments of the countries concerned and the applicants have been informed accordingly.

## The Import Duties (Temporary Exemptions) (No. 2) Order 1969

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 2) Order, 1969 (SI 1969 No. 572).

The Order provides that the goods listed in Schedule 1 shall be temporarily exempt from import duty, and those listed in Schedule 2 shall continue to be temporarily exempt from import duty, both until January 1, 1970, except for items for which an earlier day is specified.

Explanatory Note 1(k) to Chapter 73 of HM Customs and Excise Tariff, assigns the following meaning to item '73.08 Iron or steel coils for re-rolling' in Schedule 1 to the Order:

> 'Coiled semi-finished hot-rolled products, of rectangular section, not less than 1.5 millimetres thick, of a width exceeding 500 millimetres and of a weight of not less than 500 kilograms per piece.'

The Order came into operation on May 1, 1969, and has been published as Statutory Instruments 1969 No. 572.

Copies of the Order are obtainable direct from HMSO.

## Import Duties (Temporary Exemptions) (No. 3) Order, 1969

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 3) Order, 1969, which revokes the temporary exemption from import duty of 1, 4-Di-(2-hydroxyethoxy) benzene.

The Order came into operation on May 1 and has been published as Statutory Instrument, 1969, No. 573.

Copies of the Order are obtainable direct from HMSO.

## Hosiery and Knitwear Industry (Scientific Research Levy) Order

THE BOARD OF TRADE announce that following representations from, and consultations with, the trade interests concerned, a draft of the Hosiery and Knitwear Industry (Scientific Research Levy) Order was laid before Parliament on April 24.

This Order will, if approved by Parliament, impose a levy upon the hosiery and knitwear industry (weft knitting and dyeing and finishing of weft knitting) for the purpose of financing scientific research by the Hosiery and Allied Trades' Research Association and will come into operation on July 1, 1969. The levy is to be payable in respect of six monthly periods and is to be calculated for each period at the rate of 6s. 8d. for every £1,000 of net turnover during a base period of the previous six months. Net turnover means, in the case of a weft-knitter, the aggregate value (from which certain defined deductions may be made) of his sales of weft-knitted articles and of the amounts received by him for making weft-knitted articles on commission for a person who is not a weft-knitter; and in the case of a dyer and finisher, the aggregate of amounts received by him in respect of work done on commission for weft-knitter. Provision has been made for exemption from the levy where the total amount on which the charge is to be calculated does not exceed £5,000.

Copies of the draft Order are obtainable, price 1s. each from HMSO, 49 High Holborn, London, W.C.1, and branches (by post price 1s. 4d. from HMSO, PO Box 569, London, S.E.1).

**Note:**

This Order is being laid before Parliament for approval by a resolution of each House in accordance with Section 9 of the Industrial Organization and Development Act, 1947.

## Ministry of Technology announces machine tool expert committee

THE ESTABLISHMENT of an expert committee to advise the Ministry of Technology on future policy towards the machine tool industry and the introduction of a new £2 million pre-production order scheme for machine tools were announced by Dr. Jeremy Bray, Joint Parliamentary Secretary, Ministry of Technology, on April 24.

The new Machine Tool Expert Committee will aim to report within one year and will be under the chairmanship of Sir Richard Way, chairman of Lansing Bagnall Ltd. and chairman of the Machine Tool Economic Development Committee.

Dr. Bray also announced that the Ministry was proposing to make a further £2 million available for pre-production purchases of new or advanced machine tools. So far £6 million has been committed under two schemes and these have proved to be very much welcomed by makers and users alike.

Under the new scheme the Ministry will apply more stringent technical standards and the primary objective will be to secure the earliest possible industrial application of carefully selected machines of significantly advanced design.

In selecting machine tools for purchase under the new scheme,

(*Continued on next page*)

## £2.7 million knitting machinery contract for Poland backed by ECGD

THE EXPORT Credits Guarantee Department has signed a Financial Guarantee covering a loan for the supply of two sets of knitting machines and ancillary equipment and spares. The contract is between Metalexport of Warsaw and the Bentley Engineering Group Ltd. of Leicester.

The loan, which is for £2.1 million, is being made available by Lloyds Bank Ltd. and is repayable over nine and a half years.

## Brewing costs and prices referred to NBPI

MRS. BARBARA CASTLE, First Secretary of State and Secretary of State for Employment and Productivity, and Mr. Cledwyn Hughes, Minister of Agriculture, Fisheries and Food, have referred to the National Board for Prices and Incomes for examination the structure of costs and prices, including retail margins, in the brewing industry with special regard to the existing return on capital and the industry's ability to finance its investment requirements.

## New companies registered in Northern Ireland

IN THE MONTH of March 1969 30 private companies with a total nominal capital of £271,200 and one company limited by guarantee and not having a share capital, were registered in Northern Ireland.

During the period January-March 1969 83 companies with a total nominal capital of £552,000 were registered as compared with 76 companies with a total nominal capital of almost £592,00C registered in the same period in 1968.

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**Atlantic House, Holborn Viaduct London E.C.1**


## Mr. Crosland at EFTA meeting in Geneva

MR. ANTHONY CROSLAND, President of the Board of Trade, will lead the United Kingdom Delegation at the meeting of the EFTA and FINEFTA Ministerial Councils in Geneva, on May 8 and 9. He will be accompanied by Mr. Fred Mulley, Minister of State at the Foreign and Commonwealth Office.

Ministers at Geneva are expected to discuss all current issues in EFTA, including the activities and progress of the Association and external economic relations, including European integration and general trade policy questions.

## Appointment of new deputy chairman to the Monopolies Commission

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Sir Alexander Johnston to succeed Sir Henry Hardman as the part-time deputy chairman of the Monopolies Commission. Sir Alexander took up the appointment on May 1. Sir Henry Hardman resigned as deputy chairman on his appointment as chairman of the Home-Grown Cereals Authority last July and his resignation took effect on December 31. For the time being he is to continue to serve as a part-time member of the Commission.

## Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed merger to the Monopolies Commission under the provisions of that act: Rowntree & Co. Ltd., and John Mackintosh & Sons Ltd.

## Board of Trade report on action taken under the Insurance Companies Act

THE FIRST PART of the 1968 Annual Report by the Board of Trade concerning 'matters within' the Insurance Companies Acts, 1958-67, as required by Section 98 of the Companies Act 1967 was published on April 30. This report, entitled 'Insurance Business', gives a brief account of the exercise by the Board of Trade of its various functions under the Insurance Companies Acts 1958 to 1967 and a list of companies showing the classes of insurance business which each was authorized on December 31, 1968 to carry on in Great Britain.

Copies of the report may be obtained from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1. and branches, price 3s. 6d., or by post from HMSO, PO Box 569, London, S.E.1, price 3s. 10d.

## Third London Airport: report on Cublington

THE COMMISSION on the Third London Airport's Report 'Site Information for Stage II Local Hearings – 3. Cublington (Wing)' was published on April 29 and can be obtained from HMSO, price 6s.

## City Code on Takeovers and Mergers

THE REVISED EDITION of the City Code on Takeovers and Mergers was published on April 28. Copies of the full code are available, price 2s., from the Secretary, Issuing Houses Association, 20 Fenchurch Street, London, E.C.3.

## DEA 'Progress Report' for April

THE APRIL issue of DEA Progress Report, published on April 24, contains articles on national income in 1968, savings, statistics for industry, and a short summary of the main proposals from the Northern Economic Planning Council's suggested strategy for the Region's development to 1981: Outline Strategy for the North'.

# Government surplus sales by auction

## MINISTRY OF DEFENCE

| 1969 | Description of goods | Location | Auctioneers |
|---|---|---|---|
| May 6 . | **Miscellaneous stores** . . . . | **Central Ordnance Depot, Bicester, Oxon** . | **Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 2073).** |

Broomwade compressors; tar and bitumen boilers and sprayers; concrete mixers; paint sprayers; air pump compressors; Dorman engine spares; steam crane locomotives; centrifugal pumps; loadmasters; rammers; winches; disc harrows; firefighting equipment; electrical, engineering, wireless and vehicle spares; electronic valves; timber; hurricane lamps; pick axe handles; planes; spanners; chisels; files; saws; soldering irons; twist drills; drilling pillars; spares for Lister CE and CD engines; photographic equipment; photocopying machines; galvanized wash tubs; wheelbarrows; small hand tools; paint; cobblers materials; large quantities of clothing including, khaki jackets; PT shorts; motor cyclists coats, leggings and capes; white and khaki shirts; short drawers; socks; cloth, etc.; furniture; and large quantity miscellaneous equipment.

| | | | |
|---|---|---|---|
| **May 14 .** | **Miscellaneous stores and equipment . .** | **Auctioneers premises . . . . .** | **Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel. 69292).** |

Miscellaneous machinery including, fork lift truck; petrol driven water pump; mechanical aircraft handler (diesel driven); oil-fired boiler; snowplough; electric motors; coke forge; generating set; radio equipment; electrical equipment; electronic valves; miscellaneous hand tools; binoculars; alarm clocks; tool kits; miscellaneous: jacks and batteries; ambulance stretchers; wooden beds; steel bed springs; cabinets; fold flat and other chairs; chests of drawers; tables; ankle boots; ground sheets; canvas shoes; kit bags; towels; holdalls; khaki flannel shirts; gloves; jerseys; greatcoats; BD blouses and trousers; carpets; blankets; peaked caps; black waterproof cap covers; mixed rags; miscellaneous cutlery; large quantities miscellaneous stores and equipment.

| | | | |
|---|---|---|---|
| **May 20 .** | **Miscellaneous stores . . . . .** | **Northern Command Ordnance Sub Depot, Barlow, Nr. Selby, Yorks.** | **Bartle & Son (Dept. L), 52 Merrion Street, Leeds LS2 8JH. (Tel. 053-2 20898).** |

Miscellaneous electrical components and spares; motor transport spares including, Austin towing vehicle spares and accessories; various engineering spares and tools; electronic valves; teleprinters; tower rotary sweeper; electric motors; alternators; large quantity ARMY BOOTS (unworn); steel piping and pipe fittings; machine cutting stencil ⅛in.; fire fighting equipment; greatcoats; BD trousers and blouses; shoes; machine tools; mixed rags; and large assortment of general stores and equipment.

| | | | |
|---|---|---|---|
| **June 3 .** | **Miscellaneous equipment and stores . .** | **Youth Club Building (adjacent to Indoor Bowling Green), Riverside, Chatham.** | **Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel.: 01-709 0101).** |

Electronic equipment and spares; generating sets; battery charger 400v, 200 amps; musical instruments (see special notices below); machine tools including, lathes; drilling, grinding and welding machines; tool and bench grinders; screw feed press; circular saw; treadle guillotine; arc welding machines, etc.; blue cotton dresses; PVC plastic hoods; Marcella blouses; white satin drill dresses; blue woollen knickers; blue and white striped overalls; blue gaberdine raincoats; black woollen stockings; terylene/worsted skirts; cotton vests; woollen jerseys; knee length rubber boots; large assortment of furniture and kitchenware.

**Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior and up to dates of sales, price 1s. 0d. (postal order only).**

**EX-ARMY MILITARY BAND INSTRUMENTS**

A LARGE QUANTITY OF MILITARY BAND INSTRUMENTS, SUITABLE FOR BRASS BANDS, SCHOOL BANDS OR YOUTH CLUB BANDS, ARE TO BE SOLD AT A MINISTRY OF DEFENCE AUCTION SALE TO BE HELD AT CHATHAM ON JUNE 3, 1969. CATALOGUES, PRICE 1s. 0d. (POSTAL ORDER ONLY) OBTAINABLE ABOUT TWO WEEKS PRIOR TO THE SALE, FROM THE AUCTIONEERS; MESSRS. FULLER, HORSEY, SONS CASSELL, 10 LLOYDS AVENUE, LONDON, E.C.3.

**BY ORDER OF THE SECRETARY OF STATE FOR DEFENCE, Naust, Poolewe, Ross and Cromarty.** Tenders are invited for the purchase and removal of 1 No. Brickclad Oil Fuel Tank, 115 ft. diameter, capacity 5,000 tons, situated at former RN Oil Fuel Depot, Naust. Closing date for receipt of tenders is June 6, 1969. Conditions of Sale and forms of Tender obtainable from: The Superintending Defence Land Agent (Scotland), Lands Office, Ministry of Defence, Donibristle Estate, Hillend, Dunfermline, Fife (Tel. Inverkeithing 3511, Ext. 52).

## MINISTRY OF PUBLIC BUILDING AND WORKS

| 1969 | Description of Goods | Location | Auctioneers |
|---|---|---|---|
| May 6 . | Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc. | Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex. | Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.) |

Catalogues: price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

MACHINE TOOL COMMITTEE, *continued*

the Ministry will lay much greater emphasis on the technological advances incorporated in the designs and will seek to support those which are likely to have a marked impact on long-term productive efficiency and to have considerable market appeal.

Applications should be made to the Machine Tool Branch (M2), Ministry of Technology, Abell House, John Islip Street, London, S.W.1 who will supply details of the conditions under which support can be obtained and of information required. There is no time limit for applications.

## *Focus on EFTA—Denmark: Correction*

THERE WAS a reference in last week's *Board of Trade Journal* (page 1155) in the article on Denmark to the bridge across the Great Belt to link Copenhagen and Malmo. The two cities would, in fact, be linked by the road and tunnel via the island of Saltholm, which are referred to later on in the same sentence of the text. The Great Belt is, of course, the stretch of water between the Danish islands of Funen and Zealand.

**Extracts from the Statement by the Chairman, The Rt. Hon. Lord Latymer, at the 102nd Annual General Meeting held in London on the 30th April, 1969.**

# Ottoman Bank

Incorporated in Turkey with Limited Liability

Mr. W. Stewart McKim has decided to tender his resignation from the Committee after nearly 50 years' connection with the Bank, first as a Member of the Staff and since 1956 as a Member of the Committee. I am sure that you would like me to express sincere gratitude for the long years of service which Mr. McKim has given to your Bank.

You will recall that, at the Extraordinary General Meeting held on February 19th last, the shareholders present and represented approved nem con the sale of the business of your Bank in London, Jersey, the Sudan, Jordan, Cyprus, Doha, Abu Dhabi, Muscat, Kenya, Uganda and Rhodesia to National and Grindlays Bank Limited for the sum of approximately £5,500,000 in External Sterling. This sale duly took place on 28th February, 1969, and the proceeds are being profitably employed in liquid form in dollars.

With regard to our Branches in Turkey, Paris, Marseilles, Geneva and Cologne, which made favourable progress in 1968, our plans for the development of their activities, in association with first-class foreign banking groups, are proceeding normally. When and if these plans come to fruition, you will be fully informed.

**TURKEY.**

Turkey's economic expansion continued satisfactorily during 1968, which was the first year of the implementation of the second Five Year Development Plan. The rate of growth of the gross national product in 1968 reached 6.6%, very close to the rate of 7% envisaged by the Plan.

Agriculture, whose production continues to represent about one third of the National Income, remained the most important sector of Turkey's economy.

Industry plays an ever larger role in the economy and this sector, which for some years has shown remarkable growth, continued to progress in 1968. The rate of increase reached 10·5%, compared with the rate of 12% envisaged.

Thus, steel production reached 1,100,000 tons and that of cement passed 5,000,000 tons, while the other industrial sectors also continue to develop satisfactorily.

**LEBANON.**

In 1968 the Lebanon had to face external difficulties of which the most critical event was the air attack on Beirut Airport in December. Fortunately the consequences of this incident were not serious.

Despite the preoccupations caused by the continuing state of war, the Authorities did not relax their efforts to clear up the problems arising from the crisis of the previous year and to increase once again public investment.

Our affiliated institution, Société Nouvelle de la Banque de Syrie et du Liban, maintained the careful attitude adopted in the previous year while developing its normal activities.

**BALANCE SHEET.**

The totals this year exceed £200,000,000 and represent an increase of more than £25,000,000 compared with 1967. This increase is reflected in the larger figures of Current, Deposit and Other Accounts, up £16,000,000, and Acceptances, Endorsements and Guarantees, up £9,000,000.

On the assets side, the quick assets, "Cash", "Money at Call and Short Notice" and "Bills Receivable" have increased by £11,000,000 and give a liquidity ratio of over 41% compared with 37·8% in 1967.

**PROFIT AND LOSS ACCOUNT.**

The amount brought in for the year at £545,125 compares with £503,216 for 1967 and shows an increase of £41,909. Adding the total brought forward from last year of £19,785 makes a sum available of £564,910.

In view of the general situation in the Middle East, your Committee thought it wise to put an amount of £125,000 to special reserves for contingencies, and from the balance your Committee recommend that a dividend of 16/- per share be paid, absorbing £400,000. In conformity with Article 40 of the Statutes, payments will also be made to the holders of Founders Shares of £38.11.7 per whole share requiring £8,333 and a similar amount to the Members of Commitee, leaving £23,244 to be carried forward to next year.

**STAFF.**

I am sure that you would like me to thank all our staff on your behalf for their exceptionally hard work during the last year.

**Copies of the Report and Accounts may be obtained from: The Secretary, Ottoman Bank, 18/22 Abchurch Lane, London, EC4.**

Statistics

# The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

| | 'GROSS DOMESTIC PRODUCT (expenditure estimates) | INDEX OF INDUSTRIAL PRODUCTION | CONSUMERS' INCOME AND EXPENDITURE | | | | FIXED CAPITAL EXPENDITURE | | | | | CHANGES IN STOCKS | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | Personal disposable income | Total consumers' expenditure | | Retail sales | Total | Selected Components | | | | Total | Selected Components | | |
| | | | | | | | | Manufacturing industry | Distributive and service industries | Dwellings | Public sector excluding dwellings | | Manufacturing industry | Wholesalers | Retailers |
| | at 1963 prices | | at current prices | | at 1963 prices | at 1966 prices | at 1963 prices | | | | | at 1963 prices | | | |
| Base of index | 1963 | 1958 | 1963 | 1963 | 1963 | 1966 | 1963 | 1963 | 1963 | 1963 | 1963 | | | | |
| Value in base year, £m. | 26,796 | — | 21,788 | 20,195 | 20,195 | 11,372 | 4,917 | 1,055 | 1,020 | 944 | 1,752 | Series shown in £ million | | | |
| 1963 | 100 | 119 | 100 | 100 | 100 | .. | 100 | 100 | 100 | 100 | 100 | +228 | +123 | +31 | +57 |
| 1964 | 105 | 128 | 107 | 107 | 103 | .. | 116 | 113 | 119 | 124 | 113 | +665 | +411 | +91 | +50 |
| 1965 | 108 | 132 | 115 | 114 | 105 | .. | 121 | 124 | 118 | 127 | 119 | +418 | +262 | +49 | +45 |
| 1966 | 110 | 133 | 121 | 120 | 107 | 100 | 124 | 128 | 113 | 128 | 125 | +247 | +147 | +19 | + 6 |
| 1967 | 111 | 133 | 125 | 126 | 109 | 101 | 132 | 124 | 121 | 138 | 143 | +155 | — 39 | +10 | +11 |
| 1968 | 114 | 139 | 133 | 134 | 112 | 104 | 137 | 125 | 134 | 147 | 143 | +191 | — 21 | +71 | +95 |
| 1967 | | | | | | | | | | | | | | | |
| 1st quarter | 112 | 132 | 122 | 123 | 107 | 100 | 129 | 124 | 118 | 133 | 138 | + 84 | + 26 | — 2 | +15 |
| 2nd quarter | 111 | 133 | 124 | 124 | 108 | 100 | 135 | 131 | 127 | 139 | 141 | + 43 | — 10 | + 1 | +15 |
| 3rd quarter | 111 | 133 | 127 | 126 | 110 | 102 | 134 | 122 | 120 | 143 | 147 | — 40 | — 25 | —10 | —21 |
| 4th quarter | 111 | 135 | 128 | 129 | 112 | 104 | 132 | 120 | 119 | 139 | 146 | + 68 | — 30 | +22 | + 2 |
| 1968 | | | | | | | | | | | | | | | |
| 1st quarter | 114 | 137 | 131 | 134 | 115 | 106 | 137 | 120 | 131 | 145 | 149 | — 68 | —100 | + 6 | +49 |
| 2nd quarter | 112 | 138 | 133 | 130 | 108 | 102 | 134 | 120 | 125 | 150 | 141 | + 65 | + 24 | +22 | + 1 |
| 3rd quarter | 114 | 140 | 134 | 134 | 111 | 103 | 136 | 125 | 134 | 147 | 139 | + 42 | + 7 | +10 | + 5 |
| 4th quarter | 117 | 142 | 135 | 137 | 113 | 104 | 141 | 134 | 146 | 144 | 142 | +152 | + 48 | +33 | +40 |
| 1968 | | | | | | | | | | | | | | | |
| September | | 139 | | | | 102 | | | | | | | | | |
| October | | 141 | | | | 103 | | | | | | | | | |
| November | | 143 | | | | 106 | | | | | | | | | |
| December | | 143 | | | | 104 | | | | | | | | | |
| 1969 | | | | | | | | | | | | | | | |
| January | | 141* | | | | 105 | | | | | | | | | |
| February | | 142* | | | | 101 | | | | | | | | | |

| | ORDERS | | PRICES AND COSTS | | | | | LABOUR | | | TRADE | | BALANCE OF PAYMENTS: current balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Engineering industries: orders on hand (end of period) | Textiles and clothing industries: orders on hand (end of period) | Index of retail prices | | Wholesale price index: non-food manufacturing industry | | Basic hourly wage rates (all industries and services) | Wholly unemployed excluding school leavers | Unfilled vacancies for adults | Civil employment | IMPORTS | EXPORTS | |
| | | | Index† | % change on year earlier | Basic materials and fuel used† | Manufactured products: home sales† | | Mid-month or monthly average | | Quarter or quarterly average | at current prices | | |
| | at 1958 prices | | | | | | | | | | | | |
| Base of index | Dec. 1958 | Apr. 1959 | Jan. 16, 1962 | | 1963 | 1963 | Jan. 31, 1956 | | | | 1958 | 1958 | |
| Value in base year, £m. | — | — | — | | — | — | — | | | | 3,834 | 3,250 | series shown in £ million |
| 1963 | 136 | 117 | 103·6 | +2·0 | 100·0 | 100·0 | 141·3 | 500 | 144 | 24,240 | 130 | 130 | +111 |
| 1964 | 162 | 124 | 107·0 | +3·3 | 103·9 | 101·9 | 148·6 | 361 | 221 | 24,567 | 148 | 136 | —399 |
| 1965 | 165 | 121 | 112·1 | +4·8 | 106·8 | 104·6 | 157·9 | 309 | 265 | 24,784 | 150 | 145 | — 91 |
| 1966 | 154 | 105 | 116·5 | +3·9 | 110·2 | 107·3 | 168·5 | 325 | 254 | 24,834 | 158 | 155 | + 5 |
| 1967 | 143 | 114 | 119·4 | +2·5 | 108·4 | 108·2 | 175·3 | 515 | 175 | 24,475 | 168 | 155 | —399 |
| 1968 | 143 | 129* | 125·0 | +4·7 | 120·5 | 112·4 | 187·3 | 543 | 189 | | 206 | 190 | —419 |
| 1967 | | | | | | | | | | | | | |
| 1st quarter | 149 | 104 | 118·6 | +3·7 | 106·8 | 107·6 | 171·4 | 458 | 186 | 24,510 | 164 | 166 | + 19 |
| 2nd quarter | 148 | 104 | 119·6 | +2·6 | 105·1 | 107·5 | 172·8 | 508 | 168 | 24,495 | 166 | 160 | —107 |
| 3rd quarter | 146 | 105 | 119·0 | +1·7 | 107·1 | 108·4 | 177·3 | 555 | 163 | 24,502 | 162 | 157 | — 21 |
| 4th quarter | 143 | 114 | 120·4 | +2·1 | 114·5 | 109·2 | 179·7 | 538 | 182 | 24,395 | 179 | 138 | —290 |
| 1968 | | | | | | | | | | | | | |
| 1st quarter | 142 | 117 | 122·1 | +3·0 | 122·9 | 111·4 | 184·8 | 511 | 184 | 24,362 | 203 | 181 | —135 |
| 2nd quarter | 138 | 125 | 125·0 | +4·5 | 119·5 | 112·5 | 185·8 | 550 | 180 | 24,313 | 201 | 180 | —134 |
| 3rd quarter | 138 | 129 | 125·7 | +5·6 | 119·3 | 112·8 | 187·6 | 580 | 182 | 24,293 | 209 | 196 | — 73 |
| 4th quarter | 143 | 129* | 127·2 | +5·6 | 120·4 | 113·1 | 190·8 | 533 | 210 | | 212 | 200 | — 77 |
| 1969 | | | | | | | | | | | | | |
| 1st quarter | | | 129·7 | +6·2 | 122·2* | 114·0* | 194·4 | 499 | 206 | | 211 | 200 | |
| 1968 | | | | | | | | | | | | | |
| September | 138 | 129 | 125·8 | +5·9 | 119·7 | 112·8 | 188·2 | 575 | 186 | | 207 | 201 | |
| October | 140 | 126* | 126·4 | +5·6 | 119·9 | 113·0 | 188·7 | 551 | 195 | | 211 | 194 | |
| November | 141 | 126* | 126·7 | +5·2 | 120·4 | 113·1 | 190·5 | 529 | 211 | | 217 | 207 | |
| December | 143 | 129* | 128·4 | +5·9 | 120·9 | 113·3 | 193·3 | 520 | 225 | | 209 | 198 | |
| 1969 | | | | | | | | | | | | | |
| January | 146* | 130* | 129·1 | +6·2 | 122·0 | 113·7 | 193·9 | 506 | 208 | | 208 | 205 | |
| February | 146* | 132* | 129·8 | +6·2 | 122·3* | 114·0* | 194·6 | 487 | 208 | | 212 | 194 | |
| March | | | 130·3 | +6·3 | 122·4* | 114·2* | 194·3 | 504 | 203 | | 211 | 201 | |
| April | | | | | | | | 519* | 199* | | | | |

*Provisional. †Not seasonally adjusted.

# Industrial countries' trade and production in 1968

THE VALUE of industrial countries' exports increased by almost 13 per cent in 1968. This was much faster than in 1967 when the increase was 5½ per cent and well above the average growth rate of 8 per cent in the decade 1957-67. Exports to the industrial countries rose by 14 per cent, and exports to the primary producing countries by 10 per cent.

In total, industrial countries' exports continued to rise in the fourth quarter of 1968, but at a much slower rate than in the previous quarter. The increase of 1½ per cent, in seasonally adjusted terms, was more than accounted for by a 3 per cent rise in intra-trade; exports to primary producers, which had risen sharply in the third quarter, fell by 1½ per cent in the fourth quarter.

All the countries shown in Table 3 recorded strong expansion in the value of their exports in 1968. The acceleration in Japanese exports was particularly marked, with an increase of 24½ per cent, compared with 6½ per cent in 1967. After declining in 1967, exports from the United Kingdom rose by 7 per cent in 1968, about the same as in 1965 and 1966; the volume increase in 1968 was 14 per cent.

Provisional estimates of exports of manufactures by the main manufacturing countries in the fourth quarter of 1968 show an increase of 4 per cent between the third and fourth quarters, seasonally adjusted. Following a sharp rise at the beginning of 1968, the rate of growth slackened in the second quarter and accelerated again in the third quarter. It is estimated that the overall increase in exports of manufactures in 1968 will be about 15 per cent.

Imports into industrial countries as a whole increased by 13 per cent in 1968, compared with 5 per cent in 1967. Of the countries shown in Table 4, imports into the Federal Republic of Germany expanded strongly after falling back in 1967, and French imports showed a marked rise in 1968 following a moderate increase in the previous year. United States imports rose sharply, by 23½ per cent, after an increase of only 5½ per cent in 1967. The rate of growth of imports into both Japan and Italy, on the other hand, which had been well above the average for industrial countries in 1967, slowed down considerably in 1968. United Kingdom imports increased by 7 per cent, about the same rate as in 1967.

Early estimates of the value of primary producers' exports in 1968 suggest an increase of 8 per cent, compared with 3½ per cent in 1967. These estimates added to the value of industrial countries' exports show a rise of 11½ per cent in world exports in 1968, compared with 5 per cent in 1967.

**Industrial production**

Industrial countries' industrial production rose by 6½ per cent in 1968, more than twice as fast as in 1967, but much the same as the average growth rate of 6 per cent over the past five years. There was increased output in all the countries identified in Table 6, with the rapid growth in Japan and the German Federal Republic being offset by slower growth in the United States, France and the United Kingdom.

**Definitions**

In this article the *industrial countries* comprise all members of the OECD, including the United States, Canada and Japan. All other countries are described as *primary producers*. The Soviet Union, Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Rumania, Cuba, and the People's Republic of China are excluded as reporting countries, but are included as markets for exports and as suppliers of imports.

*Manufactures* are the products defined by Section 5 to 8 inclusive of the SITC. The *main manufacturing countries* are the 12 countries shown in Table 5. In 1965 these countries exported 95 per cent of all exports of manufactures from the industrial countries.

Some of the export series in Tables 1 and 5 exclude United States 'special category' exports, for which no destination information was issued in past years by the United States authorities. Many classes of goods were removed from the special category at the beginning of 1965, introducing discontinuities into the series. United States exports in 1964 of manufactures which have since been removed from the special category are estimated to have totalled approximately $1,030 million.

## Table 1. Industrial countries' trade

Quarters or quarterly averages seasonally adjusted.

US $ thousand million

| | Exports (f.o.b.) | | | | Imports (c.i.f.) (c) | | |
|---|---|---|---|---|---|---|---|
| | To industrial countries (a) | To primary producers (a) | To world | | From industrial countries | From primary producers | From world |
| | | | Total | Manufactures (a) (b) | | | |
| 1963 | 16·16 | 7·37 | 24·15 | 15·91 | 16·90 | 8·34 | 25·26 |
| 1964 | 18·46 | 8·42 | 27·47 | 18·26 | 19·21 | 9·22 | 28·45 |
| 1965 | 20·81 | 9·17 | 30·13 | 20·69 | 21·34 | 9·78 | 31·14 |
| 1966 | 23·19 | 9·94 | 33·34 | 23·15 | 23·99 | 10·62 | 34·63 |
| 1967 | 24·65 | 10·40 | 35·17 | 24·79 | 25·40 | 11·02 | 36·44 |
| 1968 | 28·13 | 11·44 | 39·68 | 28·55 | 28·94 | 12·14 | 41·11 |
| 1964 1st quarter | 17·88 | 7·94 | 26·46 | 17·36 | 18·69 | 9·05 | 27·74 |
| 2nd quarter | 18·06 | 8·18 | 26·83 | 17·89 | 19·03 | 9·22 | 28·16 |
| 3rd quarter | 18·32 | 8·48 | 27·39 | 18·35 | 19·18 | 9·15 | 28·35 |
| 4th quarter | 19·21 | 8·86 | 28·68 | 19·27 | 19·73 | 9·35 | 29·18 |
| 1965 1st quarter | 19·48 (1) | 8·69 (1) | 28·31 (1) | 19·49 (1) | 19·89 (1) | 9·26 | 29·19 (1) |
| 2nd quarter | 20·49 | 9·28 | 29·97 | 20·61 | 21·26 | 9·71 | 30·94 |
| 3rd quarter | 21·10 | 9·35 | 30·63 | 21·03 | 21·60 | 9·86 | 31·49 |
| 4th quarter | 22·00 | 9·32 | 31·47 | 21·61 | 22·52 | 10·32 | 32·94 |
| 1966 1st quarter | 22·67 | 9·42 | 32·11 | 22·25 | 23·41 | 10·28 | 33·71 |
| 2nd quarter | 22·96 | 9·66 | 32·96 | 22·59 | 23·61 | 10·57 | 34·15 |
| 3rd quarter | 23·28 | 10·19 | 33·81 | 23·52 | 24·23 | 10·98 | 35·25 |
| 4th quarter | 23·78 | 10·43 | 34·40 | 24·24 | 24·66 | 10·83 | 35·53 |
| 1967 1st quarter | 24·46 | 10·70 | 35·18 | 24·64 | 25·05 | 10·87 | 35·96 |
| 2nd quarter | 24·51 | 10·64 | 35·24 | 25·04 | 25·33 | 10·74 | 36·03 |
| 3rd quarter | 24·37 | 10·42 | 35·09 | 24·63 | 25·20 | 11·03 | 36·29 |
| 4th quarter | 25·38 | 9·90 | 35·54 | 24·83 | 26·16 | 11·56 | 37·75 |
| 1968 1st quarter | 26·81 | 10·98 | 37·65 | 26·91 | 27·49 | 11·46 | 39·07 |
| 2nd quarter | 26·74 | 11·13 | 37·88 | 27·02 | 27·63 | 11·94 | 39·58 |
| 3rd quarter | 28·90 | 11·87 | 41·07 | 29·73 | 29·43 | 12·53 | 42·05 |
| 4th quarter | 29·85 | 11·71 | 41·79 | 30·51 | 30·75 | 12·62 | 43·38 |

(a) Excluding United States Special Category exports (see Definitions). (b) Exports of manufactures by the main manufacturing countries (see Definitions). (c) Imports into Canada and the United States are valued f.o.b.

p Provisional.

(1) Significantly affected by a dock strike in the United States.

Sources:
Column 4: Board of Trade.
Other columns: OECD.

## Table 2. World trade

Quarter or quarterly averages seasonally adjusted.

US $ thousand million

| | Exports (f.o.b.) from | | | Imports (c.i.f.) (a) into | | |
|---|---|---|---|---|---|---|
| | Industrial countries | Primary producers | World | Industrial countries | Primary producers | World |
| 1963 | 24·15 | 9·56 | 33·71 | 25·26 | 9·94 | 35·20 |
| 1964 | 27·47 | 10·44 | 37·91 | 28·45 | 11·15 | 39·60 |
| 1965 | 30·13 | 10·98 | 41·11 | 31·14 | 11·93 | 43·07 |
| 1966 | 33·34 | 11·74 | 45·08 | 34·63 | 12·58 | 47·21 |
| 1967 | 35·17 | 12·17 | 47·34 | 36·44 | 13·26 | 49·64 |
| 1968 | 39·68 | | | 41·11 | | |
| 1964 1st quarter | 26·46 | 10·26 | 36·72 | 27·74 | 10·58 | 38·32 |
| 2nd quarter | 26·83 | 10·40 | 37·23 | 28·16 | 11·05 | 39·21 |
| 3rd quarter | 27·39 | 10·34 | 37·73 | 28·35 | 11·33 | 39·68 |
| 4th quarter | 28·68 | 10·75 | 39·43 | 29·18 | 11·66 | 40·84 |
| 1965 1st quarter | 28·31 (1) | 10·61 | 38·92 (1) | 29·19 (1) | 11·55 | 40·74 (1) |
| 2nd quarter | 29·97 | 10·98 | 40·95 | 30·94 | 12·09 | 43·03 |
| 3rd quarter | 30·63 | 10·97 | 41·60 | 31·49 | 12·08 | 43·57 |
| 4th quarter | 31·47 | 11·31 | 42·78 | 32·94 | 12·01 | 44·95 |
| 1966 1st quarter | 32·11 | 11·57 | 43·68 | 33·71 | 12·45 | 46·16 |
| 2nd quarter | 32·96 | 11·74 | 44·70 | 34·15 | 12·22 | 46·37 |
| 3rd quarter | 33·81 | 11·85 | 45·66 | 35·25 | 12·71 | 47·96 |
| 4th quarter | 34·40 | 11·89 | 46·29 | 35·53 | 13·04 | 48·57 |
| 1967 1st quarter | 35·18 | 12·02 | 47·20 | 35·96 | 13·44 | 49·40 |
| 2nd quarter | 35·24 | 11·93 | 47·17 | 36·03 | 13·57 | 49·60 |
| 3rd quarter | 35·09 | 12·17 | 47·26 | 36·29 | 12·91 | 49·20 |
| 4th quarter | 35·54 | 12·55 | 48·09 | 37·75 | 13·12 | 50·87 |
| 1968 1st quarter | 37·65 | 12·30 | 49·95 | 39·07 | 13·41 | 52·48 |
| 2nd quarter | 37·88 | 12·99 | 50·87 | 39·58 | 14·04 | 53·62 |
| 3rd quarter | 41·07 | 13·40 p | 54·47 p | 42·05 | 14·15 | 56·20 |
| 4th quarter | 41·79 | | | 43·38 | | |

(a) Imports into Canada and the United States are valued f.o.b.
p Provisional.
(1) Significantly affected by a dock strike in the United States.
Sources:
Columns 1 and 4: OECD.
Columns 2 and 5: Data from 'International Financial Statistics' (published by International Monetary Fund), seasonally adjusted by the Board of Trade.
Columns 3 and 6: Obtained by addition.

## Table 3. Exports from industrial countries

Quarters or quarterly averages, seasonally adjusted.

US $ thousand million

| | Exports (f.o.b.) from | | | | | | | | | European OECD Intra-trade |
|---|---|---|---|---|---|---|---|---|---|---|
| | United States (a) | Canada | Japan | European OECD | United Kingdom | EEC | German Federal Republic | France | Italy | |
| 1963 | 5·61 | 1·62 | 1·36 | 15·44 | 3·06 | 9·40 | 3·65 | 2·02 | 1·27 | 9·59 |
| 1964 | 6·42 | 1·93 | 1·67 | 17·36 | 3·20 | 10·65 | 4·05 | 2·25 | 1·49 | 10·90 |
| 1965 | 6·68 | 2·03 | 2·11 | 19·24 | 3·43 | 11·98 | 4·47 | 2·51 | 1·80 | 12·05 |
| 1966 | 7·35 | 2·39 | 2·45 | 21·03 | 3·67 | 13·16 | 5·03 | 2·73 | 2·01 | 13·11 |
| 1967 | 7·74 | 2·64 | 2·61 | 22·13 | 3·59 | 14·04 | 5·43 | 2·85 | 2·18 | 13·71 |
| 1968 | 8·46 | 3·14 | 3·25 | 24·81 | 3·84 | 16·06 | 6·21 | 3·18 | 2·55 | 15·35 |
| 1964 1st quarter | 6·20 | 1·82 | 1·46 | 16·88 | 3·16 | 10·35 | 4·00 | 2·24 | 1·37 | 10·62 |
| 2nd quarter | 6·24 | 1·95 | 1·60 | 17·03 | 3·20 | 10·41 | 3·99 | 2·21 | 1·45 | 10·78 |
| 3rd quarter | 6·45 | 1·98 | 1·69 | 17·20 | 3·15 | 10·58 | 4·00 | 2·19 | 1·54 | 10·77 |
| 4th quarter | 6·73 | 1·90 | 1·87 | 18·03 | 3·27 | 11·08 | 4·19 | 2·32 | 1·55 | 11·24 |
| 1965 1st quarter | 5·59 (1) | 1·90 | 2·06 | 18·56 | 3·31 | 11·54 | 4·37 | 2·35 | 1·70 | 11·66 |
| 2nd quarter | 6·94 | 1·97 | 2·13 | 18·78 | 3·34 | 11·71 | 4·38 | 2·48 | 1·78 | 11·73 |
| 3rd quarter | 6·92 | 2·05 | 2·18 | 19·46 | 3·49 | 12·08 | 4·49 | 2·58 | 1·80 | 12·16 |
| 4th quarter | 7·09 | 2·15 | 2·09 | 20·09 | 3·57 | 12·51 | 4·65 | 2·64 | 1·85 | 12·63 |
| 1966 1st quarter | 7·19 | 2·32 | 2·37 | 20·20 | 3·60 | 12·51 | 4·76 | 2·64 | 1·91 | 12·84 |
| 2nd quarter | 7·26 | 2·33 | 2·38 | 20·82 | 3·46(2) | 13·16 | 4·95 | 2·77 | 2·03 | 13·08 |
| 3rd quarter | 7·44 | 2·42 | 2·46 | 21·33 | 3·72 | 13·41 | 5·18 | 2·78 | 2·03 | 13·13 |
| 4th quarter | 7·50 | 2·47 | 2·57 | 21·70 | 3·91 | 13·54 | 5·26 | 2·74 | 2·08 | 13·31 |
| 1967 1st quarter | 7·77 | 2·67 | 2·57 | 22·12 | 3·89 | 13·82 | 5·31 | 2·78 | 2·18 | 13·66 |
| 2nd quarter | 7·78 | 2·70 | 2·59 | 22·16 | 3·71 | 13·89 | 5·40 | 2·82 | 2·15 | 13·66 |
| 3rd quarter | 7·77 | 2·48 | 2·70 | 22·07 | 3·67 | 13·87 | 5·41 | 2·84 | 2·12 | 13·54 |
| 4th quarter | 7·69 | 2·72 | 2·64 | 22·35 | 3·11(1) | 14·66 | 5·64 | 2·97 | 2·27 | 14·07 |
| 1968 1st quarter | 8·01 | 3·10 | 2·89 | 23·61 | 3·73 | 15·20 | 5·76 | 3·14 | 2·38 | 14·58 |
| 2nd quarter | 8·43 | 3·13 | 3·23 | 23·19 | 3·63 | 14·83 | 5·75 | 2·62 (3) | 2·50 | 14·33 |
| 3rd quarter | 8·97 | 3·04 | 3·31 | 25·73 | 3·94 | 16·69 | 6·43 | 3·53 | 2·53 | 15·73 |
| 4th quarter | 8·45 | 3·26 | 3·48 | 26·45 | 4·05 | 17·34 | 6·81 | 3·41 | 2·75 | 16·60 |

(a) Excluding Department of Defence shipments.
(1) Significantly affected by a dock strike.
(2) Significantly affected by the seamen's strike.
(3) Significantly affected by strikes.
Sources: United Kingdom: Board of Trade.
Other countries: OECD.

(*Continued on next page*)

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**Table 4. Imports into industrial countries**

Quarters or quarterly averages, seasonally adjusted. US $ thousand million

| | Imports (c.i.f.) into | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | United States (a) | Canada (a) | Japan | European OECD | United Kingdom | EEC | German Federal Republic | France | Italy |
| 1963 | 4·25 | 1·52 | 1·69 | 17·81 | 3·49 | 10·11 | 3·26 | 2·18 | 1·90 |
| 1964 | 4·65 | 1·74 | 1·98 | 20·08 | 3·99 | 11·23 | 3·65 | 2·52 | 1·81 |
| 1965 | 5·32 | 2·00 | 2·05 | 21·78 | 4·03 | 12·25 | 4·37 | 2·59 | 1·84 |
| 1966 | 6·34 | 2·33 | 2·38 | 23·58 | 4·17 | 13·42 | 4·51 | 2·97 | 2·14 |
| 1967 | 6·68 | 2·52 | 2·92 | 24·32 | 4·43 | 13·74 | 4·34 | 3·10 | 2·42 |
| 1968 | 8·25 | 2·86 | 3·25 | 26·75 | 4·74 | 15·50 | 5·04 | 3·50 | 2·56 |
| 1964 1st quarter | 4·40 | 1·67 | 1·97 | 19·68 | 3·95 | 11·07 | 3·38 | 2·49 | 2·03 |
| 2nd quarter | 4·54 | 1·75 | 1·97 | 19·90 | 3·93 | 11·11 | 3·46 | 2·51 | 1·88 |
| 3rd quarter | 4·73 | 1·74 | 1·93 | 19·96 | 3·95 | 11·07 | 3·74 | 2·51 | 1·61 |
| 4th quarter | 4·86 | 1·76 | 2·05 | 20·49 | 4·08 | 11·46 | 3·97 | 2·52 | 1·68 |
| 1965 1st quarter | 4·74(1) | 1·85 | 1·98 | 20·61 | 3·84 | 11·51 | 4·12 | 2·45 | 1·72 |
| 2nd quarter | 5·38 | 1·93 | 2·09 | 21·53 | 4·04 | 11·97 | 4·33 | 2·51 | 1·76 |
| 3rd quarter | 5·23 | 2·02 | 2·06 | 22·21 | 4·11 | 12·48 | 4·50 | 2·63 | 1·90 |
| 4th quarter | 5·90 | 2·17 | 2·05 | 22·81 | 4·12 | 13·02 | 4·54 | 2·76 | 1·93 |
| 1966 1st quarter | 5·97 | 2·21 | 2·23 | 23·29 | 4·27 | 13·10 | 4·58 | 2·81 | 2·06 |
| 2nd quarter | 6·21 | 2·30 | 2·30 | 23·31 | 4·13 (2) | 13·26 | 4·53 | 2·93 | 2·07 |
| 3rd quarter | 6·65 | 2·33 | 2·43 | 23·88 | 4·31 | 13·57 | 4·47 | 3·06 | 2·19 |
| 4th quarter | 6·65 | 2·48 | 2·57 | 23·82 | 3·95 | 13·63 | 4·46 | 3·11 | 2·26 |
| 1967 1st quarter | 6·65 | 2·46 | 2·73 | 24·12 | 4·41 | 13·56 | 4·25 | 3·16 | 2·35 |
| 2nd quarter | 6·52 | 2·58 | 2·86 | 24·08 | 4·45 | 13·42 | 4·22 | 2·97 | 2·36 |
| 3rd quarter | 6·60 | 2·55 | 2·95 | 24·20 | 4·36 | 13·62 | 4·29 | 3·11 | 2·45 |
| 4th quarter | 7·08 | 2·50 | 3·15 | 25·03 | 4·47 | 14·44 | 4·59 | 3·20 | 2·55 |
| 1968 1st quarter | 7·75 | 2·81 | 3·10 | 25·40 | 4·66 | 14·51 | 4·75 | 3·26 | 2·24 |
| 2nd quarter | 8·27 | 2·76 | 3·11 | 25·45 | 4·62 | 14·50 | 4·82 | 2·99 (3) | 2·56 |
| 3rd quarter | 8·41 | 2·76 | 3·30 | 27·28 | 4·80 | 16·12 | 5·22 | 3·81 | 2·67 |
| 4th quarter | 8·45 | 3·06 | 3·45 | 28·42 | 4·88 | 16·67 | 5·31 | 3·99 | 2·78 |

(a) Canadian and United States imports are valued f.o.b.
(1) Significantly affected by a dock strike.
(2) Significantly affected by the seamen's strike.
(3) Significantly affected by strikes.
Sources: United Kingdom: Board of Trade.
Other countries: OECD.

**Table 5. Exports of manufactures by the main manufacturing countries**

Quarters or quarterly averages. US $ thousand million. Percentage increase over a year earlier in brackets.

| | United Kingdom (seasonally) adjusted) | German Federal Republic | Belgium Luxembourg | France | Italy | Netherlands | Sweden | Switzerland | United States (a) | Canada | Japan | Total (a) (seasonally adjusted) |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1963 | 2·45 ( 7·0) | 3·23 (10·0) | 0·96 ( 9·8) | 1·46 ( 8·2) | 0·97 (10·3) | 0·68 (10·7) | 0·55 (10·3) | 0·55 ( 8·1) | 3·14 ( 5·3) | 0·71 ( 7·4) | 1·23 (13·0) | 15·91 ( 8·5) |
| 1964 | 2·59 ( 5·6) | 3·60 (11·5) | 1·13 (18·4) | 1·62 (10·8) | 1·17 (20·2) | 0·83 (22·9) | 0·62 (13·8) | 0·60 ( 9·7) | 3·73 (18·7) | 0·86 (21·3) | 1·52 (23·4) | 18·26 (14·8) |
| 1965 | 2·80 ( 8·2) | 3·98 (10·5) | 1·30 (14·8) | 1·83 (13·2) | 1·40 (20·3) | 0·91 ( 9·6) | 0·69 ( 9·8) | 0·67 (11·9) | 4·21 ( 5·5) | 0·95 ( 5·5) | 1·94 (28·2) | 20·69 (11·7) |
| 1966 | 2·98 ( 6·9) | 4·50 (13·2) | 1·40 ( 7·7) | 1·99 ( 8·7) | 1·60 (14·3) | 1·00 ( 9·5) | 0·76 (11·4) | 0·75 (10·6) | 4·69 (11·3) | 1·20 (26·5) | 2·26 (16·3) | 23·15 (11·9) |
| 1967 | 2·95 (–1·0) | 4·87 ( 8·2) | 1·44 ( 2·5) | 2·11 ( 6·0) | 1·75 ( 8·9) | 1·06 ( 4·4) | 0·83 ( 9·2) | 0·80 ( 6·7) | 5·07 ( 8·3) | 1·47 (22·4) | 2·45 ( 8·4) | 24·79 ( 7·1) |
| 1968 | 3·17 ( 7·5) | 5·57 (14·3) | 1·67 (16·6) | 2·35 (11·1) | 2·10 (20·3) | 1·22 (14·9) | 0·91 ( 9·5) | 0·90 (13·1) | 5·78 (13·8) | 1·83p (24·6) | 3·05 (24·9) | 28·55 (15·2) |
| 1964 1st quarter | 2·55 | 3·43 | 1·11 | 1·62 | 1·03 | 0·78 | 0·55 | 0·55 | 3·57 | 0·76 | 1·17 | 17·56 |
| 2nd quarter | 2·58 | 3·60 | 1·13 | 1·65 | 1·16 | 0·82 | 0·65 | 0·60 | 3·78 | 0·87 | 1·43 | 17·89 |
| 3rd quarter | 2·56 | 3·43 | 1·07 | 1·45 | 1·20 | 0·82 | 0·55 | 0·58 | 3·53 | 0·89 | 1·58 | 18·35 |
| 4th quarter | 2·65 | 3·93 | 1·22 | 1·76 | 1·27 | 0·91 | 0·74 | 0·68 | 4·03 | 0·91 | 1·89 | 19·27 |
| 1965 1st quarter | 2·68 | 3·86 | 1·28 | 1·73 | 1·32 | 0·87 | 0·66 | 0·61 | 3·66 (1) | 0·84 | 1·67 | 19·49 (1) |
| 2nd quarter | 2·73 | 3·87 | 1·26 | 1·87 | 1·41 | 0·90 | 0·67 | 0·66 | 4·58 | 1·00 | 1·96 | 20·52 |
| 3rd quarter | 2·85 | 3·84 | 1·25 | 1·70 | 1·37 | 0·89 | 0·62 | 0·66 | 4·03 | 0·92 | 2·05 | 21·07 |
| 4th quarter | 2·92 | 4·34 | 1·41 | 2·02 | 1·50 | 0·99 | 0·79 | 0·78 | 4·57 | 1·04 | 2·11 | 21·66 |
| 1966 1st quarter | 2·90 | 4·22 | 1·36 | 1·93 | 1·50 | 0·94 | 0·73 | 0·69 | 4·55 | 1·08 | 1·93 | 22·21 |
| 2nd quarter | 2·81 | 4·38 | 1·40 | 2·10 | 1·65 | 1·03 | 0·78 | 0·74 | 4·79 | 1·18 | 2·17 | 22·52 |
| 3rd quarter | 3·08 | 4·45 | 1·28 | 1·82 | 1·57 | 0·98 | 0·66 | 0·72 | 4·45 | 1·15 | 2·35 | 23·52 |
| 4th quarter | 3·20 | 4·96 | 1·57 | 2·11 | 1·69 | 1·05 | 0·88 | 0·83 | 4·95 | 1·40 | 2·60 | 24·35 |
| 1967 1st quarter | 3·18 | 4·66 | 1·47 | 2·08 | 1·73 | 1·05 | 0·78 | 0·74 | 5·10 | 1·38 | 2·13 | 24·55 |
| 2nd quarter | 3·05 | 4·91 | 1·46 | 2·18 | 1·77 | 1·08 | 0·92 | 0·79 | 5·34 | 1·53 | 2·39 | 25·00 |
| 3rd quarter | 3·03 | 4·62 | 1·22 | 1·90 | 1·66 | 1·03 | 0·70 | 0·74 | 4·73 | 1·34 | 2·58 | 24·65 |
| 4th quarter | 2·53 (1) | 5·29 | 1·59 | 2·28 | 1·82 | 1·09 | 0·93 | 0·90 | 5·14 | 1·64 | 2·70 | 24·95 |
| 1968 1st quarter | 3·07 | 5·21 | 1·65 | 2·42 | 1·97 | 1·17 | 0·86 | 0·82 | 5·32 | 1·73 p | 2·43 | 26·85 |
| 2nd quarter | 3·01 | 5·09 | 1·64 | 1·95 (3) | 2·05 | 1·16 | 0·89 | 0·86 | 5·99 | 1·89 p | 2·99 | 26·96 |
| 3rd quarter | 3·25 | 5·51 | 1·57 | 2·35 | 2·04 | 1·21 | 0·88 | 0·88 | 5·75 | 1·68 p | 3·19 | 29·67 |
| 4th quarter | 3·34 | 6·45 | 1·85 p | 2·67 | 2·35 p | 1·35 | 1·01 | 1·04 | 6·04 | 2·04 p | 3·57 | 30·83 p |

(a) Excluding United States Special Category exports (see Definitions). The discontinuity between 1964 and 1965 has been allowed for in calculating the percentage increases.
(1) Significantly affected by a dock strike.
(2) Significantly affected by the seamen's strike.
(3) Significantly affected by strikes.
p Provisional.
Sources: United Kingdom and Total: Board of Trade.
United States: Publication of the United States Department of Commerce.
Other countries: OECD.

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**Table 6. Index numbers of industrial production**

Seasonally adjusted. 1963 = 100

| | Industrial countries | United States | European OECD | United Kingdom | EEC | France | Germany Federal Republic | Italy | Japan |
|---|---|---|---|---|---|---|---|---|---|
| 1963 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| 1964 | 108 | 106 | 107 | 107 | 107 | 108 | 108 | 101 | 116 |
| 1965 | 115 | 115 | 112 | 110 | 111 | 109 | 114 | 106 | 120 |
| 1966 | 123 | 126 | 117 | 112 | 117 | 117 | 116 | 118 | 136 |
| 1967 | 126 | 127 | 119 | 111 | 119 | 120 | 114 | 128 | 162 |
| 1968 | 134 | 133 | 127 | 116 | 128 | 124 | 127 | 136 | 190 |
| 1964 1st quarter | 105 | 104 | 106 | 106 | 106 | 107 | 106 | 104 | 111 |
| 2nd quarter | 107 | 106 | 107 | 107 | 107 | 108 | 108 | 101 | 114 |
| 3rd quarter | 108 | 108 | 107 | 107 | 107 | 107 | 109 | 99 | 118 |
| 4th quarter | 110 | 109 | 109 | 109 | 108 | 107 | 111 | 101 | 120 |
| 1965 1st quarter | 112 | 113 | 111 | 110 | 110 | 106 | 114 | 101 | 120 |
| 2nd quarter | 114 | 114 | 111 | 110 | 111 | 108 | 114 | 105 | 119 |
| 3rd quarter | 115 | 116 | 112 | 110 | 112 | 110 | 114 | 107 | 120 |
| 4th quarter | 117 | 118 | 114 | 112 | 114 | 113 | 115 | 110 | 122 |
| 1966 1st quarter | 121 | 123 | 117 | 113 | 116 | 114 | 118 | 114 | 126 |
| 2nd quarter | 122 | 125 | 117 | 112 | 117 | 116 | 118 | 116 | 132 |
| 3rd quarter | 124 | 127 | 118 | 112 | 118 | 119 | 116 | 121 | 139 |
| 4th quarter | 125 | 128 | 117 | 110 | 117 | 119 | 114 | 121 | 146 |
| 1967 1st quarter | 124 | 127 | 117 | 110 | 117 | 119 | 111 | 126 | 151 |
| 2nd quarter | 124 | 126 | 117 | 110 | 116 | 118 | 110 | 128 | 157 |
| 3rd quarter | 126 | 127 | 119 | 110 | 119 | 120 | 114 | 127 | 166 |
| 4th quarter | 129 | 129 | 122 | 113 | 123 | 123 | 120 | 131 | 174 |
| 1968 1st quarter | 130 | 130 | 124 | 115 | 124 | 126 | 119 | 133 | 177 |
| 2nd quarter | 131 | 132 | 122 | 115 | 122 | 106 | 126 | 135 | 187 |
| 3rd quarter | 135 | 133 | 129 | 117 | 131 | 130 | 130 | 136 | 194 |
| 4th quarter | 138 | 135 | 134 | 119 | 137 | 137 | 136 | 140 | 203 |

Source: OECD.


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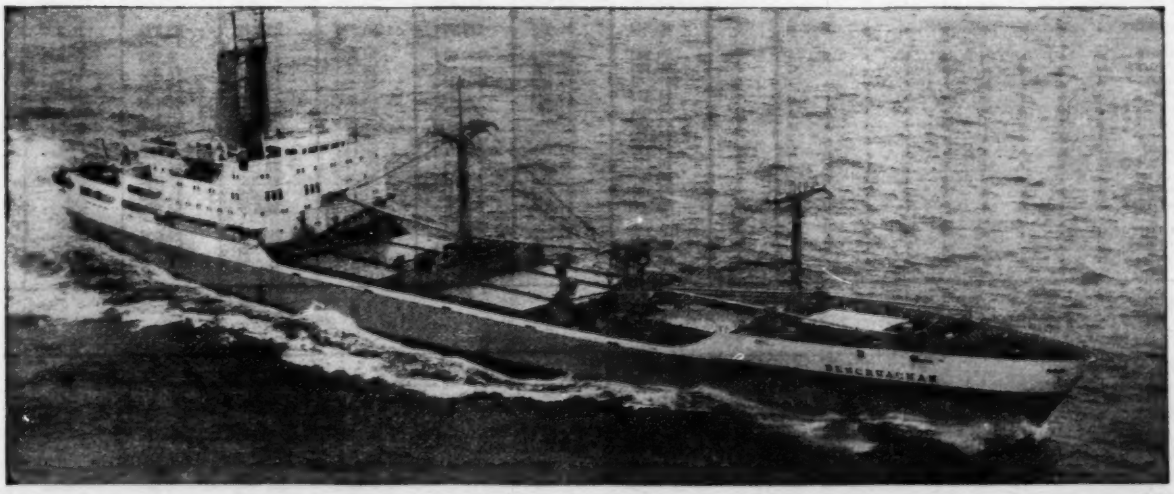

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CAR AND COMMERCIAL VEHICLE PRODUCTION

# Strikes hit vehicles production again

THE Ministry of Technology have announced that the output of cars and commercial vehicles in March were badly affected by industrial disputes. In terms of weekly average rates, car output at 30,547 a week was 25 per cent lower than in March 1968, and commercial vehicle output at 8,145 a week was 10 per cent lower.

In seasonally adjusted terms, total car output in March was about one-sixth below the level of February with home market production down by one-fifth and production for export down by one-tenth. With heavy strike losses in both February and March, total output in the first quarter of 1969 fell by one-eighth as compared with the last three months of 1968. Home output suffered severely, falling by one-fifth as compared with October-December, 1968; export production was much less effected and fell only slightly.

Commercial vehicle output, on a seasonally adjusted basis, was also about one-sixth down in March compared with February, with similar falls in both home market and export production. Nevertheless, despite the strike losses in February and March, the total for the first quarter of 1969 was still a little higher than that for the preceding three months, a marginal fall in production for the home market being more than offset by a rise by one-fifth in production for export.

**Table 1. Recorded production**

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

| | No. of weeks | Passenger Cars (including taxis) | | | | Commercial Road Vehicles | | | |
|---|---|---|---|---|---|---|---|---|---|
| | | For home market | For export | Totals | Weekly average | For home market | For export | Totals | Weekly average |
| 1963 | 52 | 958,766 | 649,173 | 1,607 939 | 30 922 | 238 876 | 164,905 | 403,781 | 7,765 |
| 1964 | 53 | 1,161 886 | 705,754 | 1 867,640 | 35,238 | 285,332 | 179,404 | 464,736 | 8,769 |
| 1965 | 52 | 1,069,374 | 652,671 | 1,722,045 | 33,116 | 280,976 | 174,240 | 455,216 | 8,754 |
| 1966 | 52 | 978,684 | 624,995 | 1,603,679 | 30,840 | 260,611 | 178,061 | 438,675 | 8,436 |
| 1967 | 52 | 988,273 | 563,740 | 1,552,013 | 29,846 | 245,692 | 139,414 | 385,106 | 7,406 |
| 1968 | 52 | 1,013,163 | 802,773 | 1,815,936 | 34 922 | 259 331 | 149 855 | 409,186 | 7 869 |
| 1966 1st quarter | 13 | 294 287 | 168,174 | 462 461 | 35 574 | 75 662 | 44,718 | 120,380 | 9,260 |
| 2nd quarter | 13 | 309,350 | 174,797 | 484,147 | 37,242 | 76,266 | 47,362 | 123,628 | 9,510 |
| 3rd quarter | 13 | 206,248 | 127,895 | 334,143 | 25,703 | 56,128 | 40,758 | 96,886 | 7,453 |
| 4th quarter | 13 | 168,799 | 154,129 | 322,928 | 24,841 | 52,558 | 45,223 | 97,781 | 7,522 |
| 1967 1st quarter | 13 | 228,687 | 158,877 | 387,564 | 29,813 | 54,850 | 40,382 | 95,232 | 7,326 |
| 2nd quarter | 13 | 281,652 | 164,885 | 446,537 | 34,349 | 66,929 | 37,286 | 104,215 | 8,016 |
| 3rd quarter | 13 | 210,178 | 105,224 | 315,402 | 24,262 | 56,011 | 27,319 | 83,330 | 6,410 |
| 4th quarter | 13 | 267,756 | 134,754 | 402,510 | 30,962 | 67,902 | 34,427 | 102,329 | 7,871 |
| 1968 1st quarter | 13 | 269,925 | 197,630 | 467,555 | 35,966 | 67,055 | 37,221 | 104,276 | 8,021 |
| 2nd quarter | 13 | 264,041 | 225,091 | 489,132 | 37,626 | 66,754 | 37,711 | 104,465 | 8,036 |
| 3rd quarter | 13 | 215,398 | 174,188 | 389,586 | 29,968 | 56,719 | 31,750 | 88,469 | 6,805 |
| 4th quarter | 13 | 263,799 | 205,864 | 469,663 | 36,128 | 68,803 | 43,173 | 111,976 | 8,614 |
| 1969 1st quarter | 13 | 239,544 | 212,012 | 451,556 | 34,735 | 71,361 | 49,084 | 120,445 | 9,265 |
| 1967 December | 5 | 96,272 | 56,699 | 152,971 | 30,594 | 23,867 | 12,343 | 36,210 | 7,242 |
| 1968 January | 4 | 80,547 | 41,470 | 122,017 | 30,504 | 18,685 | 9,254 | 27,939 | 6,985 |
| February | 4 | 80,167 | 62,901 | 143,068 | 35,767 | 19,941 | 11,731 | 31,672 | 7,918 |
| March | 5 | 109,211 | 93,259 | 202,470 | 40,494 | 28,429 | 16,236 | 44,665 | 8,933 |
| April | 4 | 81,243 | 64,085 | 145,328 | 36,332 | 20,210 | 11,400 | 31,610 | 7,903 |
| May | 4 | 88,868 | 72,950 | 161,818 | 40,455 | 21,493 | 12,275 | 33,768 | 8,442 |
| June | 5 | 93,930 | 88,056 | 181,986 | 36,397 | 25,051 | 14,036 | 39,087 | 7,817 |
| July | 4 | 60,040 | 51,027 | 111,067 | 27,767 | 16,287 | 8,948 | 25,235 | 6,309 |
| August | 4 | 57,227 | 43,553 | 100,780 | 25,195 | 13,235 | 8,108 | 21,343 | 5,336 |
| September | 5 | 98,131 | 79,608 | 177,739 | 35,548 | 27,197 | 14,694 | 41,891 | 8,378 |
| October | 4 | 90,289 | 55,676 | 145,965 | 36,491 | 21,299 | 12,559 | 33,858 | 8,465 |
| November | 4 | 83,520 | 66,862 | 150,382 | 37,596 | 21,825 | 13,758 | 35,583 | 8,896 |
| December | 5 | 89,990 | 83,326 | 173,316 | 34,663 | 25,679 | 16,856 | 42,535 | 8,507 |
| 1969 January | 5 | 103,373 | 81,872 | 185,245 | 37,049 | 29,478 | 19,668 | 49,146 | 9,829 |
| February | 4 | 74,444 | 69,679 | 144,123 | 36,031 | 22,350 | 16,370 | 38,720 | 9,680 |
| March | 4 | 61,727 | 60,461 | 122,188 | 30,547 | 19,533 | 13,046 | 32,579 | 8,145 |

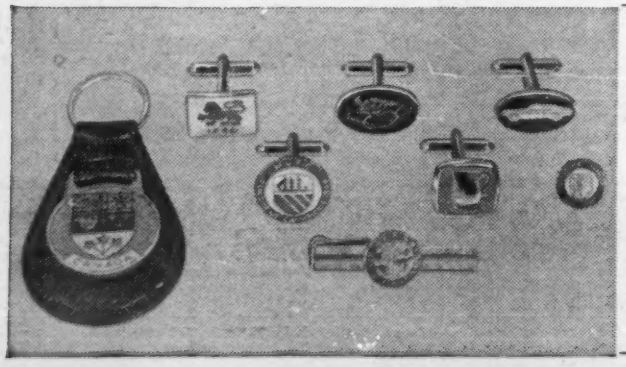

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**Table 2. Production – seasonally adjusted**
Monthly averages

Thousands

| | Passenger Cars | | | Commercial Vehicles | | |
|---|---|---|---|---|---|---|
| | For home market | For export | Total | For home market | For export | Total |
| 1963 | 80 | 54 | 134 | 19·9 | 13·7 | 33·6 |
| 1964 | 97 | 59 | 156 | 23·8 | 15·0 | 38·7 |
| 1965 | 89 | 54 | 144 | 23·4 | 14·5 | 37·9 |
| 1966 | 82 | 52 | 134 | 21·7 | 14·8 | 36·6 |
| 1967 | 82 | 47 | 129 | 20·5 | 11·6 | 32·1 |
| 1968 | 84 | 67 | 151 | 21·6 | 12·5 | 34·1 |
| 1966 1st quarter | 92 | 52 | 144 | 24·1 | 14·6 | 38·7 |
| 2nd quarter | 89 | 54 | 143 | 23·0 | 14·9 | 38·0 |
| 3rd quarter | 86 | 52 | 137 | 22·0 | 15·7 | 37·7 |
| 4th quarter | 60 | 51 | 110 | 17·7 | 14·1 | 31·8 |
| 1967 1st quarter | 71 | 51 | 122 | 17·8 | 13·5 | 31·3 |
| 2nd quarter | 79 | 49 | 128 | 19·5 | 11·7 | 31·2 |
| 3rd quarter | 86 | 44 | 130 | 21·8 | 10·6 | 32·4 |
| 4th quarter | 94 | 44 | 138 | 22·8 | 10·7 | 33·5 |
| 1968 1st quarter | 83 | 60 | 143 | 21·4 | 12·1 | 33·4 |
| 2nd quarter | 76 | 68 | 144 | 20·1 | 12·1 | 32·2 |
| 3rd quarter | 86 | 72 | 158 | 21·8 | 12·3 | 34·1 |
| 4th quarter | 93 | 67 | 160 | 23·2 | 13·5 | 36·7 |
| 1969 1st quarter | 74 | 66 | 140 | 22·8 | 16·0 | 38·9 |
| 1967 December | 95 | 48 | 144 | 22·4 | 10·5 | 33·0 |
| 1968 January | 86 | 44 | 130 | 20·1 | 10·2 | 30·3 |
| February | 80 | 61 | 141 | 20·9 | 12·1 | 33·0 |
| March | 82 | 76 | 157 | 23·1 | 13·9 | 37·1 |
| April | 78 | 64 | 142 | 20·6 | 12·4 | 33·1 |
| May | 79 | 70 | 150 | 20·3 | 12·1 | 32·4 |
| June | 70 | 69 | 140 | 19·3 | 11·7 | 31·0 |
| July | 82 | 74 | 156 | 21·2 | 11·6 | 32·8 |
| August | 85 | 65 | 150 | 21·0 | 13·2 | 34·2 |
| September | 92 | 77 | 168 | 23·4 | 12·0 | 35·4 |
| October | 97 | 62 | 159 | 21·7 | 12·1 | 33·8 |
| November | 92 | 69 | 161 | 23·4 | 13·8 | 37·3 |
| December | 89 | 71 | 160 | 24·4 | 14·5 | 38·9 |
| 1969 January | 90 | 69 | 158 | 25·3 | 17·3 | 42·6 |
| February | 75 | 67 | 142 | 23·4 | 16·9 | 40·3 |
| March | 58 | 61 | 119 | 19·9 | 13·9 | 33·8 |
| Average of: Oct. to Dec. 1968 | 94 | 69 | 163 | 22·8 | 12·7 | 35·5 |
| Jan. 1969 to March 1969 | 85 | 69 | 154 | 24·3 | 16·2 | 40·6 |
| Percentage change | —21 | —2 | —13 | —1 | +19 | +6 |

## Index of retail prices, for March 1969

THE DEPARTMENT of Employment and Productivity announce that at March 18, 1969 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 130.3 compared with 129.8 at February 18. The principal changes affecting the index during the month were rises in the average levels of prices of eggs and fresh green vegetables, whose prices vary seasonally.

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## Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for February, 1969 prepared by the Ministry of Commerce is 146 (1963=100). This is 2 points higher than for January, 1969 and 4 points higher than for February, 1968.

The index numbers for the main industrial groups with the increase or decrease on February, 1968 shown in brackets are, textiles 173 (+25 points); clothing 110 (+11); engineering and metals 135 (−2); food, drink and tobacco 106 (−2); timber and furniture 133 (+9); mineral products 101 (−26); other manufacturing industries 202 (+4); gas, electricity and water 203 (+24).

## Business Monitor

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A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on April 18 on the back page.

## Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, April 25, 1969.
Br/E indicates that the film is a British quota film.

| Title of Film | Registered No. | Playing Time Minutes | Date of Registration | Registered in the name of | Maker's name |
|---|---|---|---|---|---|
| BRITISH | | | | | |
| Loving Feeling | Br/E 34092 | 84 | April 22 | Richard Schulman (Entertainments) Ltd. | Piccadilly Pictures Ltd. |
| Okavango | Br/E 34095 | 24 | April 24 | Mithras Films Ltd. | Mithras Films Ltd. |
| Crooks and Coronets | Br/E 34096 | 106 | April 24 | Warner-Pathe Distributors Ltd. | Herman Cohen Productions Ltd. |
| Pathe News 69-33 | Br/E 33854 | 8 | April 25 | " " | Associated British-Pathe Ltd. |
| Pathe News 69-34 | Br/E 33855 | 8 | April 25 | " " | " " |
| Movietone News 2081 | Br/E 33802 | 8 | April 25 | Twentieth Century-Fox Film Co. Ltd. | British Movietonews Ltd. |
| Movietone News 2081A | Br/E 33803 | 8 | April 25 | " " | " " |
| FOREIGN | | | | | |
| Destination Inner Space | F 34090 | 83 | April 21 | Grand National Pictures Ltd. | United Pictures Corp. |
| The Mysterious Wreck | F 34091 | 59 | April 21 | Children's Film Foundation Ltd. | V.E.B. Defa Aussenhandel, Berlin. |
| A Romantic Story | F 34093 | 6 | April 23 | Cinecenta Films Ltd. | Hungarofilm Enterprise, Budapest. |
| The Nun's Kiss | F 34094 | 9 | April 23 | " " | Athena Film International, Copenhagen. |
| The Sadist | F 34097 | 83 | April 25 | E. J. Fancey Productions Ltd. | Flamingo Film A.B., Stockholm. |
| But You Were Dead | F 34098 | 79 | April 25 | " " | Mercurfilm Italiana, Roma. |
| Private Hurricane | F 34099 | 99 | April 25 | Contemporary Films Ltd. | Czechoslovak Filmexport, Prague. |

AMENDMENT TO THE REGISTER
The title of the film 'Cybourg 2087' (F 32172) registered on March 22, 1967, has been amended to 'Man from Tomorrow'.

# 1968 computer deliveries up 23%

FIGURES PUBLISHED by the Ministry of Technology on April 24 reveal a further advance in the fourth quarter of 1968 from the very high level of the third quarter. Total output, including repairs and maintenance, plus deliveries of factored equipment, is now running at well over £200 million annual rate.

Total deliveries of hardware increased by £38 million, or 30 per cent, in 1968. This total includes returns from firms which had not made returns in earlier years, so that the net increase in deliveries from 1967 to 1968 was £30 million, or 23 per cent.

**Deliveries of computer hardware £million**

| | British Made | | | Factored | | | All Machines | | |
|---|---|---|---|---|---|---|---|---|---|
| | Home | Export | Total | Home | Export | Total | Home | Export | Total |
| 1967 | 60·5 | 35·6 | 96·1 | 29·4 | 1·7 | 31·1 | 89·9 | 37·3 | 127·2 |
| 1968 | 74·3 | 40·0 | 114·3 | 50·1 | 0·9 | 51·0 | 124·4 | 40·9 | 165·3 |
| Change £m | +13·8 | + 4·4 | +18·2 | +20·7 | — 0·8 | +19·9 | +34·5 | + 3·6 | +38·1 |
| Change % | +23 | +12 | +19 | +70 | —46 | +65 | +38 | +10 | +30 |

Total deliveries of digital computing systems in the fourth quarter amounted to over £34 million, of which £22 million were of British manufacture and £12 million were factored. Home market sales accounted for £13.4 million of British manufactured systems, and for £12.4 million of factored systems, but virtually all the £8.7 million export deliveries were of British make. Thus, United Kingdom market deliveries of factored equipment increased both relatively and absolutely more than those of British manufacture, even after taking the new respondents into account, but the biggest percentage of increase in the fourth quarter compared with the previous quarter was in exports, which are entirely of British-made machines.

Total output in the United Kingdom in 1968 was over £124 million, and to this figure must be added a further £2 million representing repair and maintenance of factored machines in this country.

Full details, including factoring, expressed in terms of current prices, are given in Tables 1, 2 and 3.

Supplementary information about the size of systems delivered is given by many firms, and for the fourth quarter of 1968 the consolidated figures were:

**Digital computer systems delivered fourth quarter, 1968**

| Price Range | Home | | Export | |
|---|---|---|---|---|
| | No. | Value £'000 | No. | Value £'000 |
| Less than £5,000 | 9 | 31 | | |
| £5,000– £19,000 | 155 | 1,577 | 12 | 168 |
| £20,000– £49,000 | 43 | 1,401 | 15 | 636 |
| £50,000–£119,000 | 50 | 3,976 | 73 | 4,829 |
| £120,000–£249,000 | 23 | 3,957 | 10 | 2,241 |
| £250,000–£499,000 | 12 | 3,766 | | |
| £500,000–£999,000 | 3 | 1,943 | | |
| More than £1,000,000 | 2 | 3,453 | | |
| Unclassified | 136 | 5,638 | 144 | 793 |
| Total | 433 | 25,742 | 254 | 8,667 |

A considerable proportion of the number of systems delivered to the home market is in the lowest price ranges, but the number of large systems continues to increase.

Orders on hand at December 31, 1968, amounted to £241 million, compared with £238 million at September 30, 1968, and £188 million at December 31, 1967. This represents an increase from one year-end to the next of £53 million, or 28 per cent. As, however, new respondents accounted for nearly £7 million of this, the true increase was 24 per cent.

Table 4 shows the detailed figures. It will be observed that home orders on hand for United Kingdom manufactured machines at December 31, 1968, again increased, but that home orders for factored machines were the same as at the end of September. The level of export orders was below the very high September level, but still nearly one-third higher than at the end of 1967.

The derived net new orders show how they vary from one quarter to another:

**Net new orders for electronic computers £million**

| | 1967 | | | 1968 | | |
|---|---|---|---|---|---|---|
| | Home | Export | Total | Home | Export | Total |
| 1st quarter | 62·1 | 8·0 | 70·1 | 40·4 | 9·7 | 50·1 |
| 2nd quarter | 27·8 | 11·0 | 38·8 | 23·6 | 14·9 | 38·5 |
| 3rd quarter | 35·1 | 9·9 | 45·0 | 60·6 | 15·4 | 76·0 |
| 4th quarter | 24·5 | 10·2 | 34·7 | 43·6 | 10·0 | 53·6 |

Possibly as a result of the further rationalization of the computer industry in 1968, the employment figures (Table 5) were erratic. Although the total number employed was comparatively stable, the classification to the various functions seemed to vary from quarter to quarter.


# INDUSTRIAL ESTATES – THE ANSWER TO ECONOMIC EXPANSION

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**Northern Ireland**
Ministry of Commerce, Northern Ireland
Chichester House
64 Chichester Street
Belfast

## Table 1. Total deliveries of electronic computers £'000

| | Digital Computing Systems | | Analogue and Hybrid Computers | | Data Transmission Equipment | | Ind. Electronic Control Equipment | | Peripheral Equipment | | Total Deliveries | | Repair and Maintenance | | R & D on Customer Account | | Total Output | | Goods sold to other UK Mfrs. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | Export | Total | Export | Total | Export | Total | Export | Total | Export | Total | Export | Total | Export | Hard-ware | Soft-ware | Total | Export | |
| 1966 | 78,684 | 16,572 | 1,393 | 307 | 1,973 | 572 | 4,667 | 377 | 28,221 | 15,752 | 114,938 | 33,580 | 5,924 | 313 | 326 | 54 | 121,242 | 33,893 | 4,264 |
| 1967 | 88,771 | 22,827 | 1,547 | 293 | 3,533 | 838 | 2,551 | 333 | 30,831 | 13,011 | 127,233 | 37,302 | 8,574 | 1,070 | 466 | 76 | 136,349 | 38,394 | 8,483 |
| 1968 | 113,266 | 26,579 | 1,960 | 233 | 5,232 | 1,144 | 4,902 | 1,173 | 39,987 | 11,711 | 165,347 | 40,840 | 11,868 | 707 | 56 | 242 | 177,513 | 41,547 | 9,847 |
| 1966 1st quarter | 18,336 | 3,753 | 369 | 176 | 470 | 151 | 877 | 40 | 6,609 | 3,948 | 26,661 | 8,068 | 1,336 | 76 | 57 | 17 | 28,071 | 8,144 | 1,047 |
| 2nd quarter | 20,118 | 4,849 | 270 | 86 | 531 | 146 | 1,523 | 140 | 6,831 | 3,824 | 29,273 | 9,045 | 1,561 | 81 | 60 | 17 | 30,911 | 9,126 | 1,053 |
| 3rd quarter | 20,737 | 4,675 | 294 | 44 | 503 | 142 | 1,219 | 158 | 6,846 | 3,826 | 29,599 | 8,845 | 1,423 | 77 | 114 | 13 | 31,149 | 8,922 | 961 |
| 4th quarter | 19,493 | 3,295 | 460 | 1 | 469 | 133 | 1,048 | 39 | 7,935 | 4,154 | 29,405 | 7,622 | 1,604 | 79 | 95 | 7 | 31,111 | 7,701 | 1,203 |
| 1967 1st quarter | 17,114 | 5,067 | 375 | 86 | 531 | 157 | 716 | 31 | 7,171 | 3,140 | 25,907 | 8,481 | 1,590 | 77 | 102 | 2 | 27,601 | 8,558 | 1,648 |
| 2nd quarter | 20,124 | 5,355 | 318 | 91 | 791 | 193 | 795 | 80 | 7,674 | 3,724 | 29,702 | 9,443 | 2,018 | 344 | 111 | 11 | 31,842 | 9,787 | 2,135 |
| 3rd quarter | 26,596 | 6,518 | 239 | 57 | 728 | 160 | 612 | 74 | 7,011 | 2,664 | 35,186 | 9,473 | 2,365 | 251 | 111 | 29 | 37,691 | 9,724 | 1,869 |
| 4th quarter | 24,937 | 5,887 | 615 | 59 | 1,483 | 328 | 428 | 148 | 8,975 | 3,483 | 36,438 | 9,905 | 2,601 | 398 | 142 | 34 | 39,215 | 10,325 | 2,831 |
| 1968 1st quarter | 21,446 | 4,532 | 345 | — | 1,392 | 293 | 1,031 | 564 | 9,605 | 2,855 | 33,819 | 8,244 | 2,787 | 82 | 26 | 30 | 36,662 | 8,326 | 2,150 |
| 2nd quarter | 25,481 | 6,652 | 263 | 3 | 1,271 | 222 | 1,066 | 223 | 8,704 | 3,146 | 36,785 | 10,246 | 2,717 | 227 | 13 | 113 | 39,628 | 10,473 | 2,556 |
| 3rd quarter | 31,930 | 6,728 | 470 | 42 | 1,034 | 239 | 1,699 | 313 | 9,014 | 2,825 | 44,147 | 10,147 | 3,411 | 230 | 7 | 37 | 47,602 | 10,377 | 2,398 |
| 4th quarter | 34,409 | 8,667 | 882 | 188 | 1,535 | 390 | 1,106 | 73 | 12,664 | 2,885 | 50,596 | 12,203 | 2,953 | 168 | 10 | 62 | 53,621 | 12,371 | 2,743 |

## Table 2. Deliveries of electronic computers (British made) £'000

| | Digital Computing Systems | | Analogue and Hybrid Computers | | Data Transmission Equipment | | Ind. Electronic Control Equipment | | Peripheral Equipment | | Total Deliveries | | Repair and Maintenance | | R & D on Customer Account | | Total Output | | Goods sold to other UK Mfrs. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | Export | Total | Export | Total | Export | Total | Export | Total | Export | Total | Export | Total | Export | Hard-ware | Soft-ware | Total | Export | |
| 1966 | 45,438 | 15,167 | 1,393 | 307 | 1,598 | 568 | 4,160 | 369 | 25,839 | 15,268 | 78,428 | 31,679 | 5,233 | 313 | 326 | 54 | 84,041 | 31,992 | 3,991 |
| 1967 | 62,381 | 21,416 | 1,452 | 293 | 2,848 | 838 | 2,551 | 333 | 26,909 | 12,728 | 96,141 | 35,608 | 7,306 | 1,070 | 466 | 63 | 103,976 | 36,700 | 5,501 |
| 1968 | 77,197 | 25,803 | 1,931 | 233 | 3,235 | 1,132 | 4,868 | 1,173 | 27,112 | 11,614 | 114,343 | 39,955 | 9,755 | 707 | 56 | 242 | 124,396 | 40,662 | 7,582 |
| 1966 1st quarter | 10,494 | 3,294 | 369 | 176 | 375 | 147 | 745 | 32 | 5,675 | 3,661 | 17,658 | 7,310 | 1,336 | 76 | 57 | 17 | 19,068 | 7,386 | 1,047 |
| 2nd quarter | 11,434 | 4,387 | 270 | 86 | 440 | 146 | 1,398 | 140 | 6,362 | 3,705 | 19,904 | 8,464 | 1,339 | 81 | 60 | 17 | 21,320 | 8,545 | 1,013 |
| 3rd quarter | 13,094 | 4,477 | 294 | 44 | 389 | 142 | 1,094 | 158 | 6,340 | 3,750 | 21,211 | 8,571 | 1,178 | 77 | 114 | 13 | 22,516 | 8,648 | 921 |
| 4th quarter | 10,416 | 3,009 | 460 | 1 | 394 | 133 | 923 | 39 | 7,462 | 4,152 | 19,655 | 7,334 | 1,380 | 79 | 95 | 7 | 21,137 | 7,413 | 1,010 |
| 1967 1st quarter | 12,381 | 4,645 | 342 | 86 | 465 | 157 | 716 | 31 | 5,974 | 3,082 | 19,878 | 8,001 | 1,338 | 77 | 102 | 2 | 21,320 | 8,078 | 1,262 |
| 2nd quarter | 14,539 | 5,109 | 281 | 91 | 567 | 193 | 795 | 80 | 6,794 | 3,532 | 22,976 | 9,005 | 1,679 | 344 | 111 | 5 | 24,771 | 9,349 | 1,272 |
| 3rd quarter | 17,635 | 6,198 | 239 | 57 | 660 | 160 | 612 | 74 | 6,236 | 2,643 | 25,382 | 9,132 | 2,035 | 251 | 111 | 22 | 27,550 | 9,383 | 1,166 |
| 4th quarter | 17,826 | 5,464 | 590 | 59 | 1,156 | 328 | 428 | 148 | 7,905 | 3,471 | 27,905 | 9,470 | 2,254 | 398 | 142 | 34 | 30,335 | 9,890 | 1,801 |
| 1968 1st quarter | 17,173 | 4,152 | 345 | — | 924 | 293 | 1,022 | 564 | 6,548 | 2,843 | 26,012 | 7,852 | 2,002 | 82 | 26 | 30 | 28,070 | 7,934 | 1,586 |
| 2nd quarter | 18,223 | 6,344 | 234 | 3 | 735 | 222 | 1,041 | 223 | 7,027 | 3,061 | 27,260 | 9,853 | 2,297 | 227 | 13 | 113 | 29,683 | 10,080 | 1,469 |
| 3rd quarter | 19,851 | 6,728 | 470 | 42 | 538 | 234 | 1,699 | 313 | 6,861 | 2,825 | 29,419 | 10,142 | 2,948 | 230 | 7 | 37 | 32,411 | 10,372 | 2,344 |
| 4th quarter | 21,950 | 8,579 | 882 | 188 | 1,038 | 383 | 1,106 | 73 | 6,676 | 2,885 | 31,652 | 12,108 | 2,508 | 168 | 10 | 62 | 34,232 | 12,276 | 2,183 |

## Table 3. Deliveries of electronic computers (factored) £'000

| | Digital Computing Systems | | Analogue and Hybrid Computers | | Data Transmission Equipment | | Ind. Electronic Control Equipment | | Peripheral Equipment | | Total Deliveries | | Repair and Maintenance (a) | | R & D on Customer Account | | Total Output | | Goods sold to other UK Mfrs. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | Export | Total | Export | Total | Export | Total | Export | Total | Export | Total | Export | Total | Export | Hard-ware | Soft-ware | Total | Export | |
| 1966 | 33,246 | 1,405 | — | — | 375 | 4 | 507 | 8 | 2,382 | 484 | 36,510 | 1,901 | 691 | — | — | — | 37,201 | 1,901 | 273 |
| 1967 | 26,390 | 1,411 | 95 | — | 685 | — | — | — | 3,922 | 283 | 31,092 | 1,694 | 1,268 | — | — | 13 | 32,373 | 1,694 | 2,982 |
| 1968 | 36,069 | 776 | 29 | — | 1,997 | 12 | 34 | — | 12,875 | 97 | 51,004 | 885 | 2,113 | — | — | — | 53,117 | 885 | 2,265 |
| 1966 1st quarter | 7,842 | 459 | — | — | 95 | 4 | 132 | 8 | 934 | 287 | 9,003 | 758 | — | — | — | — | 9,003 | 758 | — |
| 2nd quarter | 8,684 | 462 | — | — | 91 | — | 125 | — | 469 | 119 | 9,369 | 581 | 222 | — | — | — | 9,591 | 581 | 40 |
| 3rd quarter | 7,643 | 198 | — | — | 114 | — | 125 | — | 506 | 76 | 8,388 | 274 | 245 | — | — | — | 8,633 | 274 | 40 |
| 4th quarter | 9,077 | 286 | — | — | 75 | — | 125 | — | 473 | 2 | 9,750 | 288 | 224 | — | — | — | 9,974 | 288 | 193 |
| 1967 1st quarter | 4,733 | 422 | 33 | — | 66 | — | — | — | 1,197 | 58 | 6,029 | 480 | 252 | — | — | — | 6,281 | 480 | 386 |
| 2nd quarter | 5,585 | 246 | 37 | — | 224 | — | — | — | 880 | 192 | 6,726 | 438 | 339 | — | — | 6 | 7,071 | 438 | 863 |
| 3rd quarter | 8,961 | 320 | — | — | 68 | — | — | — | 775 | 21 | 9,804 | 341 | 330 | — | — | 7 | 10,141 | 341 | 703 |
| 4th quarter | 7,111 | 423 | 25 | — | 327 | — | — | — | 1,070 | 12 | 8,533 | 435 | 347 | — | — | — | 8,880 | 435 | 1,030 |
| 1968 1st quarter | 4,273 | 380 | — | — | 468 | — | 9 | — | 3,057 | 12 | 7,807 | 392 | 785 | — | — | — | 8,592 | 392 | 564 |
| 2nd quarter | 7,258 | 308 | 29 | — | 536 | — | 25 | — | 1,677 | 85 | 9,525 | 393 | 420 | — | — | — | 9,945 | 393 | 1,087 |
| 3rd quarter | 12,079 | — | — | — | 496 | 5 | — | — | 2,153 | — | 14,728 | 5 | 463 | — | — | — | 15,191 | 5 | 54 |
| 4th quarter | 12,459 | 88 | — | — | 497 | 7 | — | — | 5,988 | — | 18,944 | 95 | 445 | — | — | — | 19,389 | 95 | 560 |

(a) Work done in UK only.

## Table 4. Orders on hand for electronic computers and peripherals

£ million

| | Of UK manufacture | | | Factored | | | Total | | |
|---|---|---|---|---|---|---|---|---|---|
| | Home | Export | Total | Home | Export | Total | Home | Export | Total |
| 1966 Dec. 31 | 71·3 | 27·9 | 99·2 | 26·2 | 1·5 | 27·7 | 97·5 | 29·4 | 126·9 |
| 1967 Mar. 31 | 86·5 | 27·7 | 114·2 | 55·7 | 1·2 | 56·9 | 142·2 | 28·9 | 171·1 |
| June 30 | 94·4 | 29·5 | 123·9 | 55·3 | 1·0 | 56·3 | 149·7 | 30·5 | 180·2 |
| Sept. 30 | 105·9 | 29·9 | 135·8 | 53·1 | 1·1 | 54·2 | 159·0 | 31·0 | 190·0 |
| Dec. 31 | 97·9 | 30·2 | 128·1 | 59·1 | 1·1 | 60·2 | 157·0 | 31·3 | 188·3 |
| 1968 Mar. 31 | 93·1 | 32·2 | 125·3 | 78·8 | 0·5 | 79·3 | 171·9 | 32·7 | 204·6 |
| June 30 | 103·2 | 37·2 | 140·4 | 65·8 | 0·1 | 65·9 | 169·0 | 37·3 | 206·3 |
| Sept. 30 | 105·0 | 42·6 | 147·6 | 90·6 | — | 90·6 | 195·6 | 42·6 | 238·2 |
| Dec. 31 | 110·2 | 40·4 | 150·6 | 90·7 | — | 90·7 | 200·9 | 40·4 | 241·3 |

## Table 5. Numbers employed in UK electronic computer industry

| | R & D | Manu-facturing | Sales | Other | Total |
|---|---|---|---|---|---|
| 1966 December 31 | 3,600 | 15,300 | 4,700 | 12,200 | 35,800 |
| 1967 March 31 | 4,200 | 15,200 | 5,000 | 13,200 | 37,600 |
| June 30 | 4,300 | 16,000 | 5,000 | 13,700 | 39,000 |
| September 30 | 4,400 | 16,600 | 5,300 | 14,300 | 40,600 |
| December 31 | 4,800 | 17,000 | 5,600 | 14,200 | 41,600 |
| 1968 March 31 | 5,000 | 17,500 | 5,500 | 16,500 | 44,500 |
| June 30 | 4,800 | 18,200 | 5,200 | 16,400 | 44,600 |
| September 30 | 5,300 | 18,000 | 5,300 | 17,000 | 45,600 |
| December 31 | 4,900 | 17,800 | 5,500 | 16,900 | 45,100 |

# Exhibitions and Fairs

## *Changes in the Programme of Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (published on March 7, 1969)*

**The next full supplement will be published on July 2.**

SECTION I
OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE

Further details about an event may be obtained from the Officer named (Tel. 01-222 7877 except where otherwise shown). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Tel. 01-222 7877, Ext. 3069).

## *(a) GENERAL*

**DELETE – 1969**

**Barcelona:** INTERNATIONAL SAMPLES FAIR – June 1-15, 1969

**AMENDMENT – 1969**

**Plovdiv:** INTERNATIONAL FAIR – September 21-30, 1969
The Board of Trade may organize a British Pavilion at this event.
(J. R. Schaffer, Ext. 2785)
This entry should be amended to read:

**Plovdiv:** INTERNATIONAL FAIR – September 21-30, 1969
The Board of Trade will organize a British Pavilion at this event (All space allocated – reserve list in operation).
(J. R. Schaffer, Ext. 2785)

## *(b) SPECIALIZED*

**DELETE – 1969**

**Tokyo:** '69 FLUID POWER INTERNATIONAL EXHIBITION – September 26-October 2, 1969

**AMENDMENTS – 1969**

**Kingston, Jamaica:** HOTEL EQUIPMENT EXHIBITION – May 30-31, 1969
This entry should be amended to read:
A joint venture with the London Chamber of Commerce.
(Mrs. I. M. Janzen, Ext. 2489)

**Sydney:** AUSTRALIAN INTERNATIONAL GAS TURBINE MINI CONFERENCE AND PRODUCTS SHOW – June 3-5, 1969
This entry should be amended to read:
Joint venture with the British Electrical and Allied Manufacturers' Association.
(Mrs. I. M. Janzen, Ext. 2489)

**Reykjavik:** BRITISH EXHIBITION OF EDUCATIONAL EQUIPMENT – July 3-10, 1969
The Board of Trade have decided, in consultation with the Educational Equipment Association and the Organizing Committee in Iceland, that the dates of this event will now be July 5-9 inclusive.

**New York:** INTERNATIONAL SHIPPING, CONTAINERIZATION AND MARINE ENGINEERING EXPOSITION AND CONGRESS – September 15-18, 1969
This should be amended to read:

**New York:** INTERNATIONAL SHIPPING, CONTAINERIZATION AND MARINE ENGINEERING EXPOSITION AND CONGRESS – September 15-18, 1969
A joint venture with the London Chamber of Commerce.
(Miss J. M. Coker, Ext. 2624)

**Copenhagen:** FASHION FAIR – September 21-24, 1969
The dates should be amended to read:
September 28-October 1, 1969.

**Moscow:** FOOTWEAR, SHOEMAKING MACHINERY AND LEATHER PROCESSING (OBUV '69) – September 24-October 8, 1969
This entry should be amended to read:
A joint venture with the British Footwear Manufacturers' Federation. Firms interested in participation should contact the Federation (All space allocated – reserve list in operation).
(J. R. Schaffer, Ext. 2785)

**New York:** NATIONAL HARDWARE SHOW – September 29-October 2, 1969
This entry should be amended to read:

**New York:** NATIONAL HARDWARE SHOW – September 29-October 2, 1969
Joint ventures with the Federation of British Horticultural Exporters and the Hardware Manufacturers' Association.
(Miss J. M. Coker, Ext. 2624)

**New York:** NATIONAL OUTERWEAR AND SPORTSWEAR ASSOCIATION CONVENTION AND SUPPLIERS' EXHIBITION – October 1969
This should be amended to read:

**New York:** NATIONAL OUTERWEAR AND SPORTSWEAR ASSOCIATION CONVENTION AND SUPPLIERS' EXHIBITION – October 26-29, 1969
A probable joint venture with the Leather Institute. Firms interested in participation should contact the Institute.
(Miss J. M. Coker, Ext. 2624).

**New York:** NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – October 1969
The dates should be amended to read:
October 19-22, 1969.

**Utrecht:** INTERNATIONAL FURNITURE FAIR – November 3-8, 1969
This entry should be amended to read:
A joint venture with the British Furniture Manufacturers' Federated Associations. Firms interested in participation should contact the Federated Associations.
(T. E. Kerfoot, Ext 3071)

**Warsaw:** BRITISH EXHIBITION OF SCIENTIFIC INSTRUMENTS – November 14-24, 1969
A joint venture with the Scientific Instruments Manufacturers' Association. Firms interested in participation should contact the Association.
(B. L. Banks, Ext. 3558)
This should be amended to read:

**Warsaw:** BRITISH EXHIBITION OF SCIENTIFIC INSTRUMENTS – November 17-22, 1969
A joint venture with the Scientific Instruments Manufacturers Association. Firms interested in participating should contact the Association.
(B. L. Banks, Ext. 3558)

**Milan:** INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION – November 22-30, 1969
The contact at the Board of Trade for this event is now:
(T. E. Kerfoot, Ext. 3071)

**Copenhagen:** INTERNATIONAL AGRICULTURAL MACHINERY FAIR (AGRIMA) – December 1-5, 1969
The dates should be amended to read:
December 3-7, 1969

## ADDITION – 1969

**Philadelphia:** 'NEPCON EAST' – NATIONAL ELECTRONIC PACKAGING AND PRODUCTION CONFERENCE – June 10-12, 1969
A joint venture with the Metal Finishers Association.
(Miss G. Adams, Ext. 2788)

**Tokyo:** CONSUMER DURABLES EXHIBITION – September 26-October 5, 1969
Joint venture with the BNEC Product Group and the Federation of British Audio.
(Mrs. I. M. Janzen, Ext. 2489)

**Melbourne:** ELECTRICAL EXPOSITION – October 3-11, 1969
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489)

**Prague:** OSTRAVA: INTERNATIONAL EXHIBITION OF LABORATORY EQUIPMENT (INTERLAB) – October 7-15, 1969
A possible joint venture with the Scientific Instrument Manufacturers' Association. Firms interested in participation should contact the Association.
(B. L. Banks, Ext. 3558)

## AMENDMENTS – 1970

**New York:** NATIONAL BOAT SHOW – January/February 1970
The dates should be amended to read:
January 21-February 1, 1970.

**New York:** INTERNATIONAL TOY AND TRADE FAIR – March 1970
The dates should be amended to read:
March 1-4, 1970.

**New York:** INSTITUTE OF ELECTRICAL AND ELECTRONICS ENGINEERING EXHIBITION – March 1970
The dates should be amended to read:
March 23-26, 1970.

**New York:** NATIONAL SHOE FAIR – March/April 1970
This should be amended to read:

**New York:** NATIONAL SHOE FAIR – March 8-11, 1970
A probable joint venture with the British Footwear Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Miss J. M. Coker, Ext. 2624).

**Stuttgart:** INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – April 8-12, 1970
Title of this event should be amended to read:

**Stuttgart:** INTERNATIONAL TRADE FAIR FOR OIL AND GAS HEATING (INTHERM) – April 8-12, 1970

**Pirmasens:** INTERNATIONAL FOOTWEAR, LEATHER AND MACHINERY FAIR – May 7-12, 1970
This entry should be amended to read:

**Pirmasens:** INTERNATIONAL FAIR FOR FOOTWEAR MANUFACTURE (IMS) – May 7-12, 1970
Probable joint venture with the British Leather Federation, and a probable information stand manned by the Shoe and Allied Trades Research Association.

**Sydney:** PACKAGING AND PRINTING EXHIBITION – (PAKPRINT) – May 11-15, 1970
This entry should be amended to read:
A joint venture with the British Printing Machinery Association and the Institute of Packaging.

**United States:** TOOL EXPOSITION (ASTME) – May 1970
The venue and dates should be amended to read:

**Detroit:** TOOL EXPOSITION (ASTME) – April 13-17, 1970

**Moscow:** MODERN EQUIPMENT AND TECHNOLOGICAL PROCESSES IN LIGHT INDUSTRY (INGLEMASH '70) – May-June 1970
This entry should be amended to read:

**Moscow:** MODERN EQUIPMENT AND TECHNOLOGICAL PROCESSES IN LIGHT INDUSTRY (TEXTILE MACHINERY) 'INGLEMASH' 70 – June 2-16, 1970
A possible British Pavilion. The Board of Trade is not at this stage inviting applications from firms, but any firm which would wish to have further information as it becomes available may register its preliminary interest with:
(J. R. Schaffer, Ext. 2785)

**Munich:** INTERNATIONAL EXHIBITION OF ELECTRONICS COMPONENTS AND RELATED MEASURING AND PRODUCTION EQUIPMENT (ELECTRONICA) – October 22-28, 1970
Dates should be amended to read:
November 5-11, 1970.

## ADDITIONS – 1970

**Montreal:** CANADIAN TOY FAIR – February 23-27, 1970
A probable joint venture with the British Toy Manufacturers' Association. Firms interested in participation should contact the Association.
(Miss G. Adams, Ext. 2788)

**Melbourne:** INTERNATIONAL CONTROL ELECTRONICS TELECOMMUNICATIONS INSTRUMENT AND AUTOMATION EXHIBITION (CETIA) – February 23-27, 1970
Possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489)

**Mexico City:** INTERNATIONAL CONGRESS OF OPHTHALMOLOGY – March 8-14, 1970
A joint venture with the Guild of Dispensing. Opticians. Firms interested in participation should contact the Guild.
(Mrs. I. M. Janzen, Ext. 2489)

**Utrecht:** INTERNATIONAL PACKAGING EXHIBITION (WORLDPACK-MACROPAK) – April 22-29, 1970
A joint venture with the Institute of Packaging. Firms interested in participation should contact the Institute.
(T. E. Kerfoot, Ext. 3071)

**Chicago:** PLANT ENGINEERING AND MAINTENANCE SHOW – April 27-30, 1970
A probable joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(P. J. Dring, Ext. 2786)

**Vienna:** BRITISH ENGINEERING WEEK – Spring 1970
Probable joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Miss F. King, Ext. 2782)

**Hamburg:** SCREEN PRINTING ASSOCIATION INTERNATIONAL TRADE SHOW – May 1970
A probable joint venture with the Display Producers and Screen Printers' Association. Firms interested in participation should contact the Association.
(K. J. C. Edgington, Ext. 2436)

**Moscow:** MODERN EQUIPMENT AND TECHNOLOGICAL PROCESSES IN LIGHT INDUSTRY (INGLEMASH '70) – May-June 1970
This entry should be amended to read:

**Paris:** INTERNATIONAL PLASTICS AND RUBBER EXHIBITION (EUROPLASTIQUE) – June 2-10, 1970
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their trade association.
(R. J. Ager, Ext. 2783)

(*Continued on next page*)

# BRITISH WEEK TOKYO 1969

To the export-minded businessman this exhibition is a must. To enable you to get the best out of a sales tour to the Far East we have arranged for local representatives to be on hand to aid you with your freight and travel enquiries in Hong Kong, Tokyo, Osaka and Bangkok.

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# BRITISH WEEK VIENNA

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## EXHIBITIONS AND FAIRS, *continued*

**Moscow:** MODERN EQUIPMENT AND TECHNOLOGICAL PROCESSES IN LIGHT INDUSTRY (TEXTILE MACHINERY) 'INGLEMARSH '70 – June 2-16, 1970
A possible British Pavilion. The Board of Trade is not at this stage inviting applications from firms, but any firm which would wish to have further information as it becomes available may register its preliminary interest with:
(J. R. Schaffer, Ext. 2785)

**Zurich:** INTERNATIONAL HYDRAULICS AND PNEUMATICS TRADE FAIR – October 29-November 3, 1970
Joint ventures with the Association of Hydraulic Equipment Manufacturers and the British Compressed Air Society. Firms interested in participation should contact the Association or the Society.
(T. E. Kerfoot, Ext. 3071)

**Utrecht:** INTERNATIONAL PLASTICS EXHIBITION (MACROPLASTIC) – October 29-November 5, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(T. E. Kerfoot, Ext. 3071)

**ADDITION – 1970**

**Stuttgart:** WORLD HAIRDRESSERS' CHAMPIONSHIPS AND EXHIBITION – September 12-16, 1970
A probable joint venture with the Hairdressing Manufacturers' and Wholesalers' Association. Firms interested in participation should contact the Association.
(Miss E. J. Slegg, Ext. 3559)

## *(c) BRITISH WEEKS and STORE PROMOTIONS*

**DELETE – 1969**

**Caen:** NOUVELLES GALERIES – April 19-May 3
**Metzingen:** 'FUR SIE' VOIGT – April 28-May 3
**Lille:** NOUVELLES GALERIES – May 8-20
**Lüneberg:** BRITISH SHOPPING WEEK – May 10-18
**Lüneberg:** SPAR ORGANISATION – May 10-18
**Vechta:** MINOR BRITISH WEEK – June 14-21

**AMENDMENT – 1969**

**Washington D.C.:** SAFEWAY INTERNATIONAL – April 21-May 3, 1969
This entry should be amended to read:
May 5-17, 1969.

**Sydney and Brisbane:** DAVID JONES LTD. – Commencing May 13, 1969
This entry should be amended to read:

**Australia:** DAVID JONES LTD.
**Sydney:** May 12-24, 1969
**Canberra:** May 15-24, 1969
**Brisbane:** June 2-14, 1969

**Dortmund:** BRITISH SHOPPING WEEK – May 28-June 7
(Mr. P. Holmes, 01-248 5757, Ext. 7243)

**ADDITIONS – 1969**

**Cannes:** MONOPRIX STORE PROMOTION – August
This is the first major event to be held at this store at 9 rue du Marechal-Foch 06, Cannes. They are interested in food, drinks, clothing, giftware, furniture, glassware and toys. Offers to the Paris buying office, Societe Central d'Achats, 1 rue Paul Cezanne, Paris 8eme.
(Miss D. M. Wilmot, 01-248 5757, Ext. 7211)

**Nancy:** MAGASINS REUNIS – October 9-18
This British store promotion is to be held in the largest and most important store in Nancy. Goods to be featured are furniture, foodstuffs, whisky and beer, woollens, knitwear, pottery and toys. Inquiries to M. Brechin, General Manager, Magasins Reunis, 2 Avenue Foch, 54 Nancy, France.
(Miss D. M. Wilmot, 01-248 5757, Ext. 7211)

**Los Angeles:** THE MAY COMPANY – September 22-October 4, 1969
This International promotion will feature men's and women's knitwear, ready to wear, housewares and giftwares, men's shoes, infants' wear, small leather goods and notions.
The London Buying House is R. H. Macy & Co. Inc., 52 Conduit Street, London, W.1 (Tel. 01-734 4583).
(C. J. Mather, 01-248 5257, Ext. 7251)

## OVERSEAS CABLES

*The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.*

# *Amendments and Additions to Classified TRADE FAIRS AND EXHIBITIONS—Section II-IV*

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

Application should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade, Trade Fairs Branch, Broadway Buildings, 54 Broadway, London, S.W.1, will be glad to answer general inquiries. The telephone number is 01-222 7877, extensions:

| | |
|---|---|
| Eastern Europe, including East Germany | 3558 |
| Cologne, Düsseldorf, Offenbach, Weisbaden | 2569 |
| Other towns in West Germany | 3557 |
| Austria, Italy, Portugal | 3072 |
| France (Paris only), Sweden | 2783 |
| Other towns in France, Belgium, Luxembourg, Finland, Norway, Denmark | 2398 |
| Malta, Netherlands, Switzerland, Spain Irish Republic | 3071 |
| United States, Canada | 2788 |
| United Kingdom | 3008 |
| The rest of the world | 2496 |

Information can also be provided about other events, which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

### TRADE FAIRS AND EXHIBITIONS IN EUROPE – Section II

**Delete – 1969**

MUNICH: INTERNATIONAL EXHIBITION AND CONGRESS ON DIAGNOSTICS (DIAGNOSTICA) – May 11-18

HELSINKI: INTERNATIONAL TRADE FAIR – September 19-28

BULGARIA: PLOVDIV INTERNATIONAL TRADE FAIR – September 21-30
Apply, Mr. R. I. Morgan, Board of Trade, Room 424, Broadway Buildings, London, S.W.1 (Tel. 01-222 7877, Ext. 2785).

PARIS: INTERNATIONAL EXHIBITION OF COMMERCE AND TRADE EQUIPMENT – October 11-20

MUNICH: TRADE FAIR AND SYMPOSIUM ON EDUCATIONAL ELECTRONICS – November 10-15

**Amendments – 1969**

MOSCOW: EQUIPMENT FOR AUTOMATION OF PRODUCTION PROCESSES (AUTOMATION '69) – May 14-28
Apply, Mr. J. Schaffer (Tel. 01-222 7877, Ext. 2785).
This entry should now read

MOSCOW: EQUIPMENT FOR AUTOMATION OF PRODUCTION PROCESSES (AUTOMATION '69) – May 14-28
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions in the USSR, 6 Kuibyshev Street, Moscow K3 USSR.

COPENHAGEN: INTERNATIONAL EXHIBITION OF OFFICE EQUIPMENT AND BUSINESS MACHINES – September 11-17
The dates should be amended to read September 10-17.

COPENHAGEN: FASHION FAIR – September 21-24
The dates should be amended to read September 28-October 1.

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – September 22-29
The dates should be amended to read September 27-29.

PARIS: INTERNATIONAL BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION (SICOB) – September 23-October 4.
The dates should be amended to read September 25-October 4.

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS, UNDERWEAR AND SWIMWEAR – September.
The dates should be amended to read September 18-21.

COPENHAGEN: INTERNATIONAL TECHNICAL FAIR (ITEM) – October 31-November 9
The dates should be amended to read October 10-15

COPENHAGEN: INTERNATIONAL AGRICULTURAL MACHINERY FAIR (AGRIMA) – December 1-5
The dates should be amended to read December 3-7.

**Additions – 1969**

MUNICH: LEISURE – SPORT – CAMPING EXHIBITION – May 10-18
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

PARIS: EXHIBITION OF URBAN EQUIPMENT – June 9-13
Apply, British Overseas Media Representations Ltd., 16/17 Bride Lane, Fleet Street, London, E.C.4.

CZECHOSLOVAKIA: 'BRNO' CONGRESS ON SPORTS, AQUATIC AND LEISURE BUILDINGS – June 25-29
Apply, Dr. Ing. Miroslav Sanda Brno, Smetanova 20, Czechoslovakia.

NANCY: FRENCH ELECTRO MEDICAL CONGRESS – June 30-July 5
Apply, IGBM 2e Congres Francais EMBG, BP 31, 54 Nancy 01.

ZAGREB: INTERNATIONAL AUTUMN FAIR – September 11-21
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PRAGUE: INTERNATIONAL EXHIBITION OF APPARATUS AND EQUIPMENT FOR RHEUMATOLOGY – October 6-11
Apply, Rapid Advertising Agency, Prague 1, Ulice 28, Riina 13. Cable Address Publicita. Telex Prague 00142.

LJUBLJANA: 16TH INTERNATIONAL 'MODERN ELECTRONICS' EXHIBITION – October 7-12
Apply, ARPENT, Hatfield Heath, Bishops Stortford, Herts. (Tel. Hatfield Heath 315).

PARIS: FURNITURE AND INTERIOR DECORATION EXHIBITION – October 9-26
Roosevelt, Paris 8e.
Apply, M. Breton, 22 Avenue Franklin-

PARIS: INTERNATIONAL SHOP FITTING AND TRADE EQUIPMENT SHOW (EQUIPMAG) – October 11-20
Apply, Salon de l'Equipment des Commerces, 42 Rue de Loevre, Paris 1er.

**Delete – 1970**

BULGARIA: PLOVDIV INTERNATIONAL TRADE FAIR – September 20-29
Apply, Mr. R. I. Morgan, Board of Trade, Room 424, Broadway Buildings, London, S.W.1 (Tel. 01-222 7877, Ext. 2785).

**Amendments – 1970**

HANOVER: INTERNATIONAL BUILDERS' SUPPLIES EXHIBITION (CONSTRUCTA) – January 24-February 1
Telephone number of Agent should be amended to read 01-628 7050.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 15-18
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Room 229, Victoria Street, S.W.1 (Sullivan 2134).

MUNICH: INTERNATIONAL FAIR OF HANDICRAFTS AND SMALL ENTERPRISES – March 13-22
Title should be amended to read

MUNICH: INTERNATIONAL LIGHT INDUSTRIES AND HANDICRAFTS FAIR – March 13-22

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION – March 13-22
Date should be amended to read March 14-22.

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – April 8-12
Title of this event should be amended to read

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS HEATING (INTHERM) – April 8-12

UTRECHT: INTERNATIONAL PACKAGING EXHIBITION (MACROPAK) – April 22-29
This entry should now read:

UTRECHT: INTERNATIONAL PACKAGING EXHIBITION (WORLDPACK-MACROPAK)

HANOVER: INTERNATIONAL AIR SHOW – April 24-May 3
Telephone number of Agent should be amended to read 01-628 7050.

HANOVER: HANOVER FAIR – April 25-May 3
Telephone number of Agent should be amended to read 01-628 7050.

MUNICH: 2ND INTERNATIONAL TRADE EXHIBITION AND CONGRESS FOR BIOCHEMICAL ANALYSIS (ANALYTICA) – April 29-May 2
Dates should be amended to read April 29-May 2.

HERNING: HOBBY AND VACATION SHOW – April
Dates should be amended to read March 25-30.

*(Continued on next page)*

BERLIN: FASHION WEEK (INCLUDING 'INTERCHIC') – April
Dates should be amended to read April 13-24.

PIRMASENS: INTERNATIONAL FOOTWEAR, LEATHER AND MACHINERY FAIR – May 7-12
This entry should be amended to read

PIRMASENS: INTERNATIONAL FAIR FOR FOOTWEAR MANUFACTURE (IMS) – May 7-12

HANOVER: EXHIBITION OF NONDESTRUCTIVE TESTING EQUIPMENT AND ACCESSORIES – June 1-5
The following have been appointed agents for this event: Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2 (Tel. 01-628 7050).

MUNICH: INTERNATIONAL FORESTRY AND TIMBER EXHIBITION – June 6-14
Dates should be amended to read June 7-14.

HANOVER: MACHINE TOOL EXHIBITION – September 6-15
Telephone number of Agent should be amended to read 01-628 7050.

HERNING: HANDICRAFTS AND INDUSTRIAL FAIR – September
Dates should be amended to read September 5-13.

BERLIN: FASHION WEEK (INCLUDING 'INTERCHIC') – October
Dates should be amended to read October 12-23.

MUNICH: INTERNATIONAL EXHIBITION OF ELECTRONICS COMPONENTS RELATED MEASURING AND PRODUCTION EQUIPMENT (ELECTRONICA) – October
Dates should be amended to read November 5-11.

COPENHAGEN: INTERNATIONAL TECHNICAL FAIR (ITEM) – October-November
Dates should be amended to read November 16-21.

**Additions – 1970**

COLOGNE: INTERNATIONAL FASHION FAIR FOR CASUAL, SPORTS AND TRAVEL WEAR – February 27-March 1
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Room 229, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

MUNICH: INTERNATIONAL SPORTS EQUIPMENT FAIR (ISPO) 70) – March 8-10
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

COPENHAGEN: FASHION FAIR – March 15-18
Apply, Udstillingshallen Forum A/S, Jul. Thomsens Plads, 1925 Copenhagen V.

ESSEN: 17TH GERMAN CAMPING EXHIBITION WITH INTERNATIONAL BOAT SHOW (CAMPING 70) – April 4-12
Apply, Gemeinnützige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

COPENHAGEN: INTERNATIONAL FAIR FOR TOOLS AND MACHINE TOOLS (INTERTOOL) – April 10-19
Apply, Udstillingshallen Forum A/S, Jul. Thomsens Plads, 1925 Copenhagen V.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – April 17-19
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, S.W.1 (Tel. Sullivan 2134).

COPENHAGEN: DANISH FURNITURE FAIR – May 12-17
Apply, Mobelfabrikantforeningen i Denmark, Hellerupvej 8, 2900 Hellerup.

COLOGNE: INTERNATIONAL AGRICULTURE SHOW – May 24-31
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, S.W.1 (Tel. Sullivan 2134).

STOCKHOLM: INTERNATIONAL HOSPITAL EXHIBITION – May 26-30
Apply, Swedish Hospital Association, St. Eriks Massan, Storangsvagen 18, Stockholm.

COPENHAGEN: GENERAL CONSUMER'S FAIR – May 29-June 2
Apply, De Danske Husmoderoreninger, Niels Hemmingsensgade 8, 1153 Copenhagen K.

CANNES: INTERNATIONAL SHOW FOR PRIVATE AVIATION – June
Apply, M. Reuter, 18 Boulevard Maillot, 92, Neuilly-sur-Seine.

PARIS: INTERNATIONAL DENTAL EQUIPMENT EXHIBITION – June-July
Apply, M. Charon, 22 Avenue de Villiers, Paris 17e.

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK – August 28-30
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, S.W.1 (Tel. Sullivan 2134).

STUTTGART: WORLD HAIRDRESSERS' CHAMPIONSHIPS AND EXHIBITION – September 12-16
† Apply, CES (Overseas) Ltd., 1-3 Astoria Parade, London, S.W.16 (Tel. 01-769 0950).

PLOVDIV: INTERNATIONAL TRADE FAIR – September 20-29
Apply, The Fair Administration, Plovdiv International Fair, 50 Lenin Blud, Plovdiv, Bulgaria.

COPENHAGEN: FASHION FAIR – September 27-30
Apply, Udstillingshallen Forum A/S, Jul. Thomsens Plads, 1925 Copenhagen V.

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS, UNDERWEAR AND SWIMWEAR – September
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, S.W.1 (Tel. Sullivan 2134).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, S.W.1 (Tel. Sullivan 2134).

COLOGNE: INTERNATIONAL BICYCLE AND MOTOR CYCLE EXHIBITION (IFMA) – September
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, S.W.1 (Tel. Sullivan 2134).

COLOGNE: INTERNATIONAL CINE AND PHOTOGRAPHY EXHIBITION (PHOTOKINA) – October 3-11
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, S.W.1 (Tel. Sullivan 2134).

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – October 16-18
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, S.W.1 (Tel. Sullican 2134).

ZURICH: INTERNATIONAL HYDRAULICS AND PNEUMATICS TRADE FAIR – October 29-November 3
Apply, Trade and Technical Press Ltd., Crown House, Morden, Surrey (Tel. Cherrywood 3897).

UTRECHT: INTERNATIONAL PLASTICS EXHIBITION (MACROPLASTICS) – October 29-November 5
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, S.W.1 (Tel. Sullivan 2134).

**Amendment – 1971**

HANOVER: HANOVER FAIR – April-May
Telephone number of Agent should be amended to read 01-628 7050.

**Addition – 1971**

COPENHAGEN: INTERNATIONAL FAIR FOR HEATING, VENTILATION AND SANITATION – May 14-23
Apply, Udstillingshallen Forum A/S, Jul. Thomsens Plads, 1925 Copenhagen.

## TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

**Delete – 1969**

SYDNEY: CATERING TRADE FAIR – June 17-21

**Amendments – 1969**

TOKYO: INTERNATIONAL WELDING SHOW
The title and date should be amended to read

TOKYO: JAPAN INTERNATIONAL WELDING SHOW – July 18-24

CHICAGO: NATIONAL AUTOMATIC MERCHANDISING ASSOCIATION CONVENTION AND EXHIBITION – October 18-21
This event will take place in New Orleans instead of Chicago.

SAN FRANCISCO: INTERNATIONAL ATOMIC ENERGY CONFERENCE AND EXHIBITION
The date should be amended to read December 1-3.

**Additions – 1969**

NEW YORK: NATIONAL FANCY FOOD AND CONFECTION SHOW – June 3-6
Apply, C. Snitow, Esq., 331 Madison Avenue, New York. NY 10017.

CLEVELAND: NATIONAL PRINTING EQUIPMENT SHOW – June 7-11
Apply, Show Co., 1605 Cahuenga Boulevard, Los Angeles, Cal. 90028.

PHILADELPHIA: NATIONAL ELECTRONIC PACKAGING AND PRODUCTION CONFERENCE (NEPCON EAST) – June 10-12
Apply, J. H. Brown, Esq., National Exposition Co., 14 W. 40th Street, New York City NY 10017.

CHICAGO: NATIONAL HOUSEWARES EXHIBIT – July 14-17
Apply, National Housewares Manufacturers Association, 1130 Merchandise Mart, Chicago, Illinois 60654.

NEW YORK: INTERNATIONAL SHIPPING CONTAINERISATION AND MARINE ENGINEERING EXPOSITION AND CONGRESS – September 15-18
Apply, I. Chaitin, Esq., 1601 W. Lafayette, Detroit, Michigan 48216.

JEDDA: ITNERNATIONAL MEDICAL EXHIBITION – October 12-15
Apply, Overseas Exhibition Services Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

NEW YORK: LEATHER AND ALLIED INDUSTRIES EXPOSITION – November 11-12
Apply, H. Miller, Esq., 411 Fifth Avenue, New York NY 10016.

DJAKARTA: ENGINEERING EXHIBITION – December 12-27
Apply, Dr. Musa Kunto, Head of Bureau for General Affairs, Ministry of Mines, PO Box 2233/DKT, Djakarta.

**Amendments – 1970**

SYDNEY: INTERNATIONAL BUILDING EXHIBITION – June 15-20
The title and dates of this event should be amended to read

SYDNEY: 1ST AUSTRALIAN BUILDING EXHIBITION –June 17-25

JOHANNESBURG: ELECTRICAL, ELECTRONIC AND NUCLEONIC ENGINEERING EXHIBITION
The date should be amended to read September 14-19.

**Additions – 1970**

NEW YORK: NATIONAL BOAT SHOW – January 21-February 1
Apply, J. E. Choate, Esq., 420 Lexington Avenue, New York City, NY 10017.

MONTREAL: CANADIAN TOY FAIR – February 23-27
Apply, W. M. Griffith, Esq., 67 Yonge Street, Toronto 1, Ontario.

CHICAGO: NATIONAL RESTAURANT CONVENTION AND EXHIBITION – May 24-28
Apply, J. Flaherty, Esq., 1530 North Lakeshore Drive, Chicago 60610.

JOHANNESBURG: PACKAGING AND PRINTING EXHIBITION – July 20-25
Apply, South African Exhibition Organisers (Pty) Ltd., PO Box 2900, Johannesburg.

JOHANNESBURG: HOTEL AND CATERING EXHIBITION – August 17-22
Apply, South African Exhibition Organisers (Pty) Ltd., PO Box 2900, Johannesburg.

JOHANNESBURG: COMMERCIAL TRANSPORT SHOW – October 12-17
Apply, South African Exhibition Organisers (Pty) Ltd., PO Box 2900, Johannesburg.

JOHANNESBURG: PLASTIC '70 – November 16-21
Apply, South African Exhibition Organisers (Pty) Ltd., PO Box 2900, Johannesburg.

**TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV**

**Addition – 1969**

LONDON: INTERPHEX – December 9-12. At Olympia
Apply, BPS Exhibitions Ltd., 6 London Street, London, W.2 (Tel. 01-723 6672).

**Amendment – 1970**

LONDON: STATIONERY INDUSTRY EXHIBITION STATINDEX '70 – January 26-30
The dates should be amended to read February 2-6.

**Addition – 1970**

LONDON: THE PRINTERS' SERVICES AND SUPPLIES EXHIBITION – April 13-17. At Olympia
Apply Brintex Exhibitions Ltd., 3 Clements Inn, London, W.C.2 (Tel. 01-242 1200).

## *United States store buyers to visit Britain*

THE BOARD OF TRADE has been advised that Mrs. P. Young (Buyer-Chandelier Room) from Woodward and Lothrop Inc., Washington, DC, who will be holding a store promotion from October 27 to November 8, featuring British consumer goods, will be visiting this country from May 10 to May 14. Also Mr. R. Hill (Buyer – Silverware) from Foley's, Houston, Texas, who will be holding a store promotion from November 3 to November 15, featuring British consumer goods, will be visiting this country from May 26 to May 31.

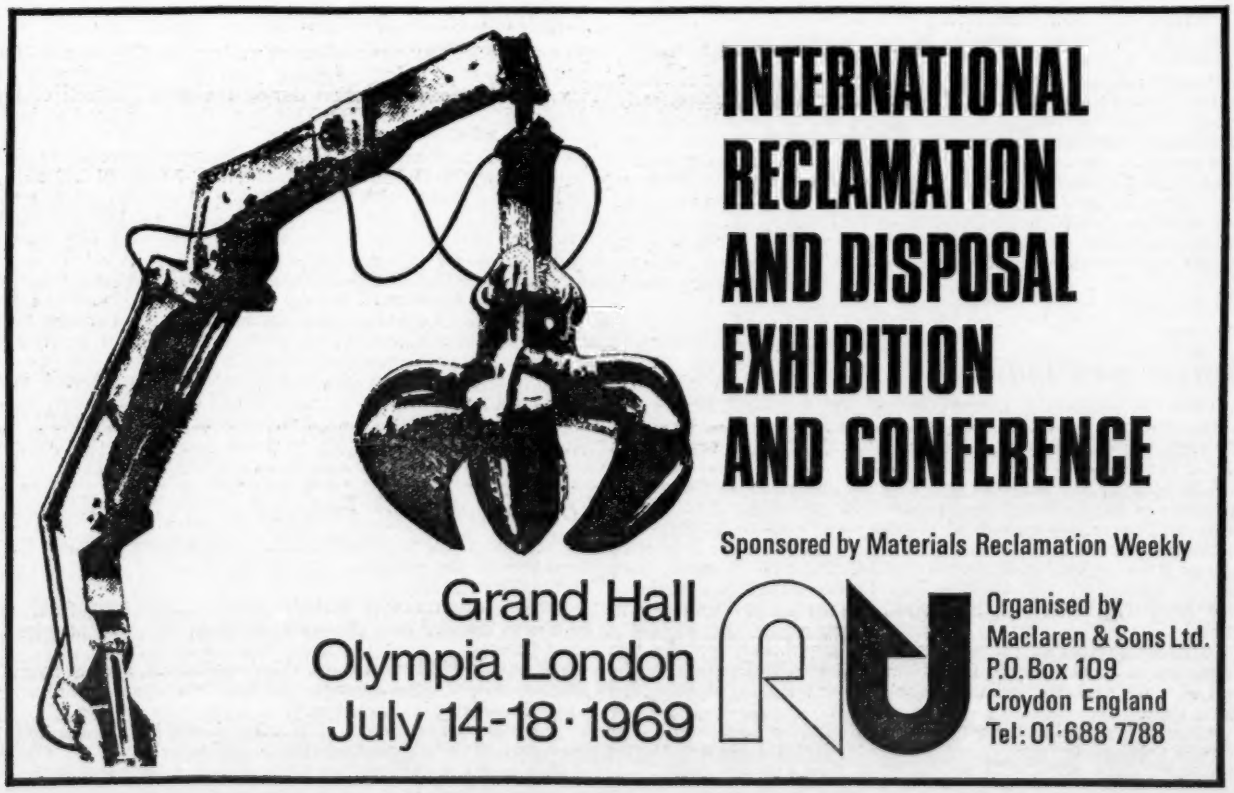
Manufacturers and exporters wishing to meet these buyers should contact these stores' London buying house, Associated Merchandising Corporation, 1b Baker Street, London, W.1 (Tel. 01-486 4721).

## *Consumer durables display at British Week Tokyo*

TWENTY-SIX manufacturers will take part in a consumer durables exhibition, planned as part of British Week Tokyo, September 26-October 5. The demonstration and display being mounted by the Consumer Durables Product Group with the support of the Board of Trade under it's joint venture scheme, will be in the Sony building in the centre of Tokyo's busiest shopping area.

The firms cover audio equipment, road accident preventative equipment, domestic appliances, heating appliances, central heating equipment and weighing machines.

Most of the firms are already in the Japanese market but are taking the opportunity of putting extra effort into their local presentation during British Week. The display will be open to the public as well as trade visitors.



# Overseas Trade and Exports

## TRADE AND FINANCIAL ARRANGEMENTS

### *Iran and Czechoslovakia*

THE TRADE and payments agreement between Iran and Czechoslovakia about which a notice appeared in the *Board of Trade Journal* on February 28, was signed in Tehran on March 12 by Mr. Jan Tabacek, the Czech Minister of Foreign Trade, and Mr. Alinaghi Alikhani, Iranian Minister of Economy.

Over the five-year period covered by the agreement, Iranian exports to Czechoslovakia are to increase from U.S.$18 million to U.S.$25.5 million. This figure will include U.S.$3 million worth of passenger cars annually.

The U.S.$200 million credit being made available by Czechoslovakia can be applied by the Iranians to the purchase of Czech plant and capital equipment. The list of such items includes plant for the manufacture of railway rolling stock, nuclear power stations, oil refineries, petrochemical plant and factories for the manufacture of engine pistons and gear boxes.

List of commodities to be exchanged under this agreement are held by Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 482).

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3508).

### *Rumania and Australia*

MINISTERS FROM both sides took part in a review held in Canberra in March 1969 of the operation of the Rumania/Australia Trade Agreement, signed in Bucharest on May 18, 1967. The two delegations agreed to take measures to facilitate the development of closer contact between enterprises in the two countries, and subsequently issued a Memorandum of Understanding which placed emphasis on industry, mining, petroleum development, agriculture and transport as fields for co-operation and trade. An Australia-Rumania Joint Trade Committee is to be set up. Since the Trade Agreement was signed in 1967, mutual trade has increased from a total of $A678,000 in 1966-67 to $A1,610,000 in 1967-68.

Inquiries about this notice should be directed to Tariff Section, Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 401, 468 and 469).

### *France and India*

A PROTOCOL extending the validity of the Franco-Indian Trade Agreement, 1959, for a further period of one year up to December 31, 1969, was signed in New Delhi on March 17 by representatives of the two Governments.

Additionally, the protocol provides for increases in the quotas for some of the Indian products still subject to quantitative restrictions in France, such as dried mushrooms, woollen hosiery and clothing. France has also removed all restrictions on the import of onions from India for a limited period. The two countries have further agreed that all imports into France of articles made of coir fibre will henceforth be cleared by the Indian Embassy in Paris.

In order to further promote trade exchanges between the two countries, a French Trade Delegation will visit India towards the end of 1969, and two Indian experts will visit France at about the same time.

All inquiries arising from this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

### *Hungary and Federal Republic of Germany*

A PROTOCOL providing for trade in 1969 between Hungary and the Federal Republic of Germany was signed in Budapest in February 1969.

Hungary will export fuel oil, electrical products, metal ware, textiles and other consumer products of light industry and agricultural and food products.

Federal German Republic exports will include chemicals, plastics, metal and steel industry products, electro-technical and optical products, machinery, industrial equipment and consumer goods.

All inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 and 482).

### *Sweden and Hungary*

THE HUNGARIAN Press recently reported the signing in Stockholm of a protocol covering the fourth year of the long-term trade agreement between Sweden and Hungary.

The protocol provides that the majority of Hungarian exports to Sweden will be free from quantitative restriction. Goods which are to benefit from increased quotas include textiles, gloves, meat, camping equipment, shoes, rolled articles, fruit, vegetables, television sets, incandescent lamps and various light industrial products.

In exchange Sweden will supply Hungary with increased quantities of chemicals, leather, paper goods, special steel products, machines and equipment.

No other information is available.

### *Cyprus and Hungary*

THE TRADE AND PAYMENTS Agreement between Cyprus and Hungary has been renewed for a further year. The value of goods to be exchanged in each direction during the period March 6, 1969 to March 5, 1970 is £520,000. This is at the same level as last year.

Copies of the lists of goods to be exchanged may be obtained from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

### *Italy and Republic of Korea*

THE ITALIAN Minister of Foreign Trade has announced in a circular dated March 14 that the trade agreement signed between Italy and the Republic of Korea on March 9, 1965 has been tacitly renewed for a further year until March 8, 1970.

Inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466-467).

### *Denmark and Poland*

A PROTOCOL to the 1965 Trade Arrangement between Denmark and Poland was signed in Warsaw on March 15, 1969, and provides for trade in 1969.

Polish exports will include fresh water fish, furs, textiles, domestic pottery and glassware, mopeds, furniture and iron pipes and tubes.

Denmark will export ships, ships' equipment, cement manufacturing machinery, equipment for the food and chemical industries and electric power plant machinery.

All inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

# *Opportunities for exporters—Calls for tender*

*Brief details are given below of some Calls for Tender reported in recent issues of the* **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

*Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies—see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.*

**Note:** *An asterisk in the text indicates that documents may be borrowed.*

*The date given in the announcement is the last date for the receipt of bids.*

*All inquiries should be addressed to the Editor,* **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA).*

**ABU DHABI**

**Bulletin 79/69**

DEVELOPMENT AND PUBLIC WORKS DEPARTMENT:
**Construction of Road.** May 24. E.S.B. 17347/69/J.

**ALGERIA**

**Bulletin 76/69**

ALGERIAN ELECTRICITY AND GAS AUTHORITY:
**Construction of Steam Power Station.** May 31. E.S.B. 16702/69/J
ALGERIAN STATE PHARMACY:
•2s Documents in French. **Vitamins.** May 15. E.S.B. 17529/69/J.

**AUSTRALIA**

**Bulletin 78/69**

BRISBANE CITY COUNCIL:
•72s. **Construction of Underground Car Park; Redevelopment of Lands.** June 27. E.S.B. 17391/69/J.
•16s. **Current Testing Set.** (Further Information.) E.S.B. 15178/69/J.
STATE ELECTRICITY COMMISSION OF VICTORIA:
•**Conveyor System; Control Equipment and Dust Extraction Plants.** June 16. E.S.B. 17392/69/J.

**Bulletin 79/69**

NORTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
•48s. **Surge Diverters and Counters.** July 2. E.S.B. 17393/69/J.

COMMONWEALTH HEALTH DEPARTMENT:
**Spectrophotometer and Recorder.** May 14. E.S.B. 17501/69/J.
NORTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
•62s. **Transformers.** July 2. E.S.B. 17399/69/J.
BRISBANE CITY COUNCIL:
•24s. **Road Works.** (Prequalification.) Closing date not stated. E.S.B. 17390/69/J.

**Bulletin 80/69**

CENTRAL CONTRACT BOARD:
•35s. **Radio Beacons.** July 7. E.S.B. 17584/69/J.
BRISBANE CITY COUNCIL:
•33s. **Switchgear and Bus-bar Protection Equipment.** May 28. E.S.B. 17556/69/J.

**Bulletin 81/69**

TOWN CLERK, ROCKHAMPTON CITY COUNCIL:
**Water Treatment Works.** July 14. E.S.B. 17947/69/J.
**Pumps.** June 9. E.S.B. 17961/69/J.

**AUSTRIA**

**Bulletin 79/69**

MAGISTRAT DER STAAT WIEN:
• **Construction of Underground Railway.** July 3. E.S.B. 17388/69/J.

**BELGIUM**

**Bulletin 80/69**

CENTRAL SUPPLIES OFFICE:
**Vehicles; Fire Fighting Equipment.** Closing date not known. E.S.B. 17366/69/J.

**BRAZIL**

**Bulletin 79/69**

COMPANHIA AUXILIAR DE EMPRESAS ELECTRICAS:
**Mobile Substations; Power Transformers.** June 9. E.S.B. 17400/69/J.

**BURMA**

**Bulletin 77/69**

PEOPLE'S OIL INDUSTRY:
•3s. **Oxygen Cylinders.** May 20. E.S.B. 17304/69/J;

**Bulletin 78/69**

•3s. **Non Sparking Tools.** May 31. E.S.B. 17305/69/J.
•3s. **Pumps.** May 15. E.S.B. 17306/69/J.
•3s. **Bolts; Nuts.** May 16. E.S.B. 17307/69/J.
•3s. **Planing Machine.** May 15. E.S.B. 17330/69/J.
•3s. **Condenser Tubes.** May 24. E.S.B. 17331/69/J.
•4s. **Testing and Measuring Instruments.** May 20. E.S.B. 17332/69/J.
PEOPLE'S PEARL AND FISHERY BOARD:
•4s. **Steel Plates and Pipes.** May 20. E.S.B. 17326/69/J.
PUBLIC WORKS CORPORATION:
•14s. **Contractors' Plant.** May 23. E.S.B. 17329/69/J.
INDUSTRIAL DEVELOPMENT CORPORATION:
•3s. **Electrical Equipment.** May 15. E.S.B. 17322/69/J.
GOVERNMENT DOCKYARD:
•3s. **Nuts and Bolts.** May 14. E.S.B. 17328/69/J.
PEOPLE'S OIL INDUSTRY:
•3s. **Steel Plates and Bars.** May 19. E.S.B. 17333/69/J.

**Bulletin 80/69**

PEOPLE'S BAWDWIN INDUSTRY:
•3s. **Engineers' Square, Level, Gauge and Compass.** May 15. E.S.B. 17586/69/J.
•3s. **Motor Scythe.** May 15. E.S.B. 17589/69/J.
•3s. **Forklift Truck.** May 15. E.S.B. 17587/69/J.
PEOPLE'S OIL INDUSTRY:
•3s. **Ingots.** May 15. E.S.B. 17588/69/J.
•3s. **Welding Rods and Electrodes.** May 19. E.S.B. 17591/69/J.
MYANMA EXPORT IMPORT CORPORATION:
3s. **Lawn Mowers.** May 15. E.S.B. 17590/69/J.

**CANADA**

**Bulletin 76/69**

HIGHWAYS AND TRANSPORTATION:
•35s. **Construction of Bridge.** (Further Information.) E.S.B. 10832/69/J.
MANITOBA HYDRO:
•43s. **Generating Station Trash Racks.** May 20. E.S.B. 16703/69/J.

**Bulletin 77/69**

•80s. **Steel Transmission Towers.** (Further Information.) E.S.B. 16250/69/J.

**CEYLON**

**Bulletin 76/69**

TENDER BOARD:
•9s. **Mobile Saw Mills.** July 4. E.S.B. 1676/69/J.
•1s. **Newsprint.** (Further Information.) E.S.B. 15964/69/J.

**Bulletin 80/69**

STATE ENGINEERING CORPORATION OF CEYLON:
•7s. **Conduit Pipes.** (Further Information.) E.S.B. 15962/69/J.

**Bulletin 81/69**

CEYLON FISHERIES CORPORATION:
**Fishing Gear.** May 28. E.S.B. 17953/69/J.
GOVERNMENT ELECTRICAL UNDERTAKINGS:
**Air Conditioning Plant.** June 1. E.S.B. 17951/69/J and 17952/69/J.
MINISTRY OF LOCAL GOVERNMENT:
**Water Main and Distribution System.** June 4. E.S.B. 17954/69/J.
MINISTRY OF HEALTH:
**Malathion.** June 3. E.S.B. 17955/69/J.

(*Continued on next page*)

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## OPPORTUNITIES FOR EXPORTERS, *continued*

**CHILE**

**Bulletin 78/69**
EMPRESA NACIONAL DE ELECTRICIDAD:
*25s. **Energy Meters; Switches.** May 19. E.S.B. 17100/69/J.
DIRECCION GENERAL DE OBRAS PUBLICAS:
*6s. Documents in Spanish. **Pile Driving Equipment.** May 22. E.S.B. 17099/69/J.

**Bulletin 79/69**
EMPRESA NACIONAL DE ELECTRICIDAD:
*83s. **Transformers.** June 17. E.S.B. 17389/69/J.

**COLOMBIA**

**Bulletin 80/69**
HOSPITAL MILITAR CENTRAL:
**Medical Instruments.** May 14. E.S.B. 17917/69/J.

**COSTA RICA**

**Bulletin 80/69**
INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
*1s. Press Notice in Spanish. **Structural Steel.** May 21. E.S.B. 17592/69/J.
*1s. Press Notice. **Bentonite.** May 20. E.S.B. 17582/69/J.
PROVEEDURIA NACIONAL:
*1s. Press Notice. **Vaccines.** May 14. E.S.B. 17378/69/J.
*1s. Press Notice. **Dental Anaesthesia Drug.** May 14. E.S.B. 17377/69/J.

**Bulletin 81/69**
EL DEPARTAMENTO DE APROVISIONAMENTO DE LA COSTARRICENSE:
*2s. Documents in Spanish. **Pharmaceuticals and Chemicals.** May 22. E.S.B. 17937/69/J.
*2s. Documents in Spanish. **Pharmaceuticals.** June 2. E.S.B. 17938/69/J.

**CYPRUS**

**Bulletin 80/69**
CO-OPERATIVE CENTRAL BANK:
*18s. **Fertilizers.** May 15. E.S.B. 17371/69/J.

**GERMANY, FEDERAL REPUBLIC OF**

**Bulletin 78/69**
MINISTRY OF THE INTERIOR:
**Hospital Supplies and Equipment.** May 16. E.S.B. 17384/69/J.

**Bulletin 79/69**
LANDESVERWALTUNGSAMT BERLIN:
**Hospital Crockery and Furniture.** May 28. E.S.B. 17530/69/J.

**GREECE**

**Bulletin 76/69**
MINISTRY OF COMMERCE:
*Chain Saws. May 12. E.S.B. 17093/69/J.

**Bulletin 77/69**
*4s. **Tabulating Cards.** May 16. E.S.B. 16751/69/J.

**Bulletin 80/69**
*Steel Pipes; Wrenches. (Further Information.) May 16. E.S.B. 35274/68/J.

**HONG KONG**

**Bulletin 77/69**
CONTROLLER OF STORES:
*11s. **Float Valve.** May 16. E.S.B. 16256/69/J.

**Bulletin 78/69**
GOVERNMENT SUPPLIES DEPARTMENT:
*6s. **Pipes.** May 16. E.S.B. 17385/69/J.

**ICELAND**

**Bulletin 80/69**
STATE PURCHASING DEPARTMENT:
**Wire.** Closing date not known. E.S.B. 15987/69/J.

**INDIA**

**Bulletin 76/69**
BEAS PURCHASE ORGANIZATION:
*Wire. (Further Information.) E.S.B. 10149/69/J.
*6s **Concrete Mixers.** June 19. E.S.B. 14386/69/J.
**Cranes; Penstock Stop-Log Gates.** June 13. E.S.B. 16763/69/J.

**Bulletin 78/69**
GUJARAT ELECTRICITY BOARD:
**Battery and Battery Charging Equipment.** May 31. E.S.B. 17345/69/J.
BHABHA ATOMIC RESEARCH CENTRE:
*5s. **Electronic Desk Calculator.** (Further Information.) E.S.B. 16201/69/J.
*5s. **Spherometer.** (Further Information.) E.S.B. 16202/69/J.
*5s. **Log Potentiometer Recorder.** (Further Information.) E.S.B. 16203/69/J.
*5s. **Digital Data Processor.** (Further Information.) E.S.B. 16204/69/J.
5s. **Pulse Amplifier; Preamplifier; Analyzer.** (Further Information.) E.S.B. 16205/69/J.
BHARAT HEAVY ELECTRICALS LTD.:
*9s. **Vacuum Meter.** (Further Information.) E.S.B. 15988/69/J.
*11s. **Glass Laminates.** (Further Information.) E.S.B. 14433/69/J.
HINDUSTAN COPPER LTD.:
*34s. **Trolley and Battery Locomotives.** (Further Information.) E.S.B. 13469/69/J.
INDIAN RAILWAYS:
*24s. **Railway Carriage; Wagon and Locomotive Tyres.** May 22. E.S.B. 17349/69/J.
BHABHA ATOMIC RESEARCH CENTRE:
*5s. **Timer Scaler; Modular System Bin.** (Further Information.) E.S.B. 16206/69/J.
*5s. **Thermal Transfer.** (Further Information.) E.S.B. 16207/69/J.

**Bulletin 79/69**
BHARAT HEAVY ELECTRICALS LTD.:
*28s. **Alternator Rotor Forging.** May 23. E.S.B. 17346/69/J
RAILWAY BOARD:
**Rolling Stock Tyres.** May 22. E.S.B. 17352/69/J.
*45s. **Circuit Breakers.** May 15. E.S.B. 17554/69/J.

**Bulletin 80/69**
RAMGANGA RIVER PROJECT:
**Pressure Anemograph; Tyre Repair Tools,** June 21. E.S.B. 17553/69/J.
DIRECTORATE GENERAL OF SUPPLIES AND DISPOSALS:
*28s. **Grinding Machine.** May 20. E.S.B. 17551/69/J.

**IRAN**

**Bulletin 76/69**
IRANIAN STATE RAILWAY:
*13s. **Telephone Cables.** June 8. E.S.B. 17005/69/J.

**Bulletin 78/69**
IRANIAN TOBACCO MONOPOLY:
*Cellulose Tape. June 15. E.S.B. 17397/69/J.

**Bulletin 79/69**
IRANIAN TOBACCO MONOPOLY:
* **Paper.** June 18. E.S.B. 17407/69/J.
MINISTRY OF ECONOMY:
*11s. **Core Drilling Sets and Equipment.** Closing date not stated. E.S.B. 17506/69/J.
IRANIAN STATE RAILWAYS:
*8s. **Electrical Warning Apparatus.** June 9. E.S.B. 17519/69/J.

**IRAQ**

**Bulletin 77/69**
MINISTRY OF OIL AND MINERALS:
*1s. **Detergent Inhibitor.** May 17. E.S.B. 17029/69/J.
IRAQI DATES ORGANIZATION:
**Dates Packaging Material.** May 15. E.S.B. 17031/69/J.
KUT KNITTING COMPANY:
**Fabric Finishing Machine.** Closing date not known. E.S.B. 17071/69/J.
STATE ORGANIZATION OF INDUSTRY:
**Caustic Soda.** May 15. E.S.B. 17043/69/J.
DAIRY ADMINISTRATION:
*2s. **Nitric Acid.** May 15. E.S.B. 17044/69/J.
CENTRAL FOREIGN PURCHASING BOARD:
*1s. (Conditions only.) **Poliomyelitis Vaccine.** May 18. E.S.B. 17047/69/J.
*1s. (Conditions only.) **Operation Tables.** May 18. E.S.B. 17045/69/J.
*1s. (Conditions only.) **Typewriters.** June 1. E.S.B. 17046/69/J
MINISTRY OF OIL AND MINERALS:
**Ammonia Gas Cylinders.** May 24. E.S.B. 17042/69/J.
**Paint.** May 24. E.S.B. 17041/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
**Wheelbarrow.** May 31. E.S.B. 17038/69/J.

**ITALY**

**Bulletin 78/69**
PURCHASING AND CONTRACTING OFFICE ALLIED FORCES, SOUTHERN EUROPE:
*6s. **Chairs.** June 6. E.S.B. 17090/69/J.

**JORDAN**

**Bulletin 79/69**
JORDAN PETROLEUM REFINERY CO. LTD:
*1s. **Steel Pipe.** May 20. E.S.B. 17520/69/J.
*1s. **Tri Sodium Phosphate.** May 20. E.S.B. 17521/69/J.
*1s. **Chemical.** May 20. E.S.B. 17522/69/J.
*1s. **Heat Exchanger Tubes.** May 20. E.S.B. 17523/69/J.
*2s. **Couplings, Flanges. Valves.** May 24. E.S.B. 17524/69/J.

**LEBANON**

**Bulletin 77/69**
LA REGIE LIBANAISE DES TABACA:
*3s. **Cellulose Film.** June 3. E.S.B. 17059/69/J.

**LIBYA**

**Bulletin 76/69**
ELECTRICITY AUTHORITY FOR THE EASTERN GOVERNORATES IN BENGAZI:
**Construction of Houses.** May 15. E.S.B. 16726/69/J.

**Bulletin 77/69**
NATIONAL SOCIAL SECURITY INSTITUTE:
**Construction of Department Building.** May 21. E.S.B. 17096/69/J.

**Bulletin 80/69**
MINISTRY OF PUBLIC WORKS:
**Construction of Sports City.** (Further Information). E.S.B. 44721/67/J. and 44722/67/J.

**MALAWI**

**Bulletin 79/69**
MEDICAL BUYING BOARD:
*5s. **Pharmaceuticals, Chemicals.** May 22. E.S.B. 17348/69/J.

**MALAYSIA**

**Bulletin 76/69**
TECHNICAL COLLEGE:
*4s. **Laboratory Equipment.** May 16. E.S.B. 16724/69/J.
*20s. **Laboratory Equipment; Machine Tools.** July 4. E.S.B. 16723/69/J.

**Bulletin 79/69**
STATE TENDERS BOARD:
*2s. **X-Ray Film, Chemicals.** May 26. E.S.B. 17577/69/J.

**MALTA**

**Bulletin 76/69**
TREASURY:
* **Paper.** May 15. E.S.B. 17002/69/J.
* **Surgical Rubber Gloves.** May 15. E.S.B. 17003/69/J.
* **Flower Pots.** May 15. E.S.B. 17004/69/J.

**Bulletin 77/69**
* **Sprocket Forms.** May 15. E.S.B. 17001/69/J.

**Bulletin 80/69**
* **Liquid Detergent.** May 29. E.S.B. 17539/69/J.
**Diesel Engines.** May 29. E.S.B. 17560/69/J.
* **Iron Pipes and Specials.** May 29. E.S.B. 17559/69/J.

**MEXICO**

**Bulletin 77/69**
FEDERAL DE ELECTRICIDAD:
*250s. **Power Plant Equipment.** May 30. E.S.B. 16765/69/J.

**NETHERLANDS**

**Bulletin 78/69**
SHAPE:
**Vocoders.** June 11. E.S.B. 17343/69/J.
**Satellite Communications System Simulation Model.** Closing date not stated. E.S.B. 17089/69/J.

**NEW ZEALAND**

**Bulletin 76/69**
POST OFFICE HEADQUARTERS:
*44s. **Telephone Cords.** May 15. E.S.B. 16762/69/J.

**Bulletin 77/69**
*3s. **Steel Gongs.** May 19. E.S.B. 17066/69/J.

**Bulletin 79/69**
MUNICIPAL ELECTRICITY DEPARTMENT:
*10s. **Cable.** May 15. E.S.B. 17578/69/J.

**Bulletin 80/69**
POST OFFICE HEADQUARTERS:
*3s. **Microwave Link Analyzer, Phrase and Amplitude Test Set.** May 23. E.S.B. 17580/69/J.
*3s. **Fuse and Fuse Boxes.** May 21. E.S.B. 17579/69/J.

**PAKISTAN**

**Bulletin 76/69**
PAKISTAN INDUSTRIAL DEVELOPMENT CORPORATION:
*3s. **Sodium Hydroxide.** May 17. E.S.B. 16722/69/J.

**Bulletin 79/69**
DIRECTORATE OF INDUSTRIES AND COMMERCE:
*3s. **Record Players; Duplicators.** May 22. E.S.B. 17510/69/J.
*4s. **Botanical Laboratory Supplies.** May 21. E.S.B. 17511/69/J.
*3s. **Builders Hardware.** May 27. E.S.B. 17512/69/J.


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*4s. **Surveying Equipment.** May 24. E.S.B. 17514/69/J.
*5s. **Laboratory Equipment.** May 20. E.S.B. 17517/69/J.
*4s. **Laboratory Equipment.** May 19. E.S.B. 17518/69/J.
PAKISTAN WESTERN RAILWAY BOARD:
*16s. **Railway Track Laying Equipment.** (Further Information). E.S.B. 15723/69/J.
DIRECTORATE OF INDUSTRIES AND COMMERCE:
*3s. **Veterinary Instruments.** May 22. E.S.B. 17516/69/J.

**Bulletin 80/69**
*4s. **Surveying and Measuring Equipment, Air Brushes, Spray Guns.** May 17. E.S.B. 17515/69/J.
DIRECTORATE OF SUPPLY:
*9s. **Metals.** May 17. E.S.B. 17908/69/J.
*33s. **Hand Tools** July 2. E.S.B. 17911/69/J.

## SAUDI ARABIA

**Bulletin 78/69**
MINISTRY OF AGRICULTURE AND WATER:
**Clothes.** May 14. E.S.B. 17334/69/J.
**Telephone Spare Parts.** May 17. E.S.B. 17335/69/J.
MUNICIPALITY OF JEDDA:
**Road Works.** May 17. E.S.B. 17336/69/J.

## SINGAPORE, REPUBLIC OF

**Bulletin 79/69**
PUBLIC UTILITIES BOARD:
*17s. **Hot Plates.** May 27. E.S.B. 17567/69/J.

**Bulletin 80/69**
*4s. **Gas Meters.** June 6. E.S.B. 17721/69/J.
*11s. **Water Heaters.** May 27. E.S.B. 17568/69/J.

## SOUTH AFRICA

**Bulletin 78/69**
SWA WATER AND ELECTRICITY CORPORATION:
**Construction of Road, Canal and Pump Station Building; Pumping Plant; Transmission Line, Transformers.** June 4. E.S.B. 17303/69/J.

**Bulletin 79/69**
CAPE PROVINCIAL TENDER BOARD:
**Washing Machine, Hydro Extractor.** May 16. E.S.B. 17456/69/J.

## SWITZERLAND

**Bulletin 77/69**
INTERNATIONAL TELECOMMUNICATION UNION:
**Construction of a Building Extension** May 31. E.S.B. 16799/69/J.

## SYRIAN ARAB REPUBLIC

**Bulletin 76/69**
SYRIAN RAILWAYS:
**Electrical Supplies.** May 15. E.S.B. 16299/69/J.
PUBLIC ORGANISATION FOR EUROPEAN BASIN EXPLOITATION:
**Construction of Pumping Station; Elettro-Mechanical Equipment.** May 17. E.S.B. 16298/69/J.
MINISTRY OF OIL AND INDUSTRIAL PROJECTS:
*44s. **(In French) Construction of a Brick Plant.** July 5. E.S.B. 16297/69/J

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**Fire Engine Cars** May 17. E.S.B. 17019/69/J.

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DIRECTORATE OF ELECTRICITY:
**Ladders** May 18. E.S.B. 17312/69/J.
PUBLIC ORGANISATION OF CINEMA. FINANCIAL AFFAIRS DEPARTMENT:
**Films.** May 31. E.S.B. 17313/69/J.
DIRECTORATE GENERAL OF BROADCASTING AND TELEVISION AFFAIRS DEPARTMENT:
**Kineoscope.** May 29. E.S.B. 17314/69/J.
**Cameras.** May 22. E.S.B. 17315/69/J.
ALEPPO WATER DEPARTMENT:
**Alumin Sulphate.** May 14. E.S.B. 17316/69/J.

## TAIWAN

**Bulletin 76/69**
CENTRAL TRUST OF CHINA:
*75s. **Steel Penstock.** June 12. E.S.B. 15978/69/J.
**Cigarette Manufacturing Equipment.** June 11. E.S.B. 16788/69/J.
*2s. **Locks.** May 20. E.S.B. 16734/69/J.
*4s. **Pumps.** May 15. E.S.B. 16731/69/J.
*5s. **Workshop Equipment.** June 10. E.S.B. 16732/69/J.
CENTRAL TRUST OF CHINA:
*2s. **Oscilloscope; Line Fault Locator; Arc Welder; Drilling and Shaping Machines.** June 10. E.S.B. 16733/69/J.
*2s. **Plastic Insulcrete.** May 20. E.S.B. 16735/69/J.
*5s. **Cooling Tower Filter.** May 21. E.S.B. 16736/69/J.
*2s. **Swivel Joints for Pipes.** May 22. E.S.B. 16737/69/J.
*1s. **Foundry Ferrochrome.** May 15. E.S.B. 16738/69/J.
*4s. **Voltage Regulator.** May 15. E.S.B. 16739/69/J.
*8s. **Pipes; Pipe Fittings and Accessories.** May 16. E.S.B. 16740/69/J.
*9s. **Refractory Materials.** May 16. E.S.B. 16741/69/J.
*5s. **Electrical Equipment.** June 10. E.S.B. 16760/69/J.
*6s. **Suspension Insulators.** June 11. E.S.B. 16787/69/J.
*6s. **Line Hardware.** June 9. E.S.B. 16794/69/J.
*12s. **Winch Line Trucks.** June 9. E.S.B. 16795/69/J.
*7s. **Insulators,** June 10. E.S.B. 16796/69/J.
*4s. **Hoses.** June 10. E.S.B. 16797/69/J.
*10s. **Pulse Height Analyzer Set.** June 10. E.S.B. 16798/69/J.
*10s. **Suction Press Roll for Paper Machine.** June 7. E.S.B. 16786/69/J.
*2s. **Acetylene Cylinders.** June 11. E.S.B. 16789/69/J.
12s. **Shop Truck; Crane Truck.** June 9 E.S.B. 16792/69/J.
*5s. **Insulators.** June 12. E.S.B. 16785/69/J.
*2s. **Filter Sheet.** May 26. E.S.B. 16790/69/J.
*4s. **Insulators.** June 9. E.S.B. 16793/69/J.

**Bulletin 79/69**
*15s. **Transformers.** June 14. E.S.B. 17531/69/J.
*4s. **Steel Plates and Bars.** May 19. E.S.B. 17536/69/J.
*15s. **Inverters.** May 23. E.S.B. 17537/69/J.
*3s. **Corrosion Rate Meter,** June 14. E.S.B. 17532/69/J.
*8s. **Clamps; Electrical Joint Compound.** June 16 E.S.B. 17533/69/J.
*16s. **Mechanical Conveying Equipment.** June 12. E.S.B. 17535/69/J.
*3s. **Valves and Flanges.** May 15. E.S.B. 17540/69/J.

**Bulletin 80/69**
*2s. **Shovel Loader.** May 21. E.S.B. 17569/69/J.
*2s. **Air Pollution Measuring Set.** May 26. E.S.B. 17570/69/J.
*2s. **Oscilloscope.** May 27. E.S.B. 17572/69/J.
*1s. **Tyres and Tubes.** May 28. E.S.B. 17573/69/J.
*3s. **Diesel Engines.** May 23. E.S.B. 17575/69/J.
*5s **Asphalt Plant; Tractor; Vibration Roller.** June 16. E.S.B. 17367/69/J.
*5s. **Tank and Drain Pipe and Sealing Assemblies.** June 19 E.S.B. 17571/69/J.
*3s. **Chains.** June 11. E.S.B. 17534/69/J.
*3s. **Grindstone.** May 22 E.S.B. 17574/69/J.

## THAILAND

**Bulletin 77/69**
METROPOLITAN ELECTRICITY AUTHORITY:
*17s. **Connectors; Bus Supports.** May 29 E.S.B. 16758/69/J.
ROYAL IRRIGATION DEPARTMENT:
*37s. **Arc Welders; Compressor; Lathe; Milling and Grinding Machine.** June 17. E.S.B 16757/69/J
*40s. **Bulldozers; Scrapers; Graders; Rollers; Backhoes.** June 10. E.S.B 16755/69/J.
*44s. **Vehicles.** June 13. E.S.B. 16756/69/J
METROPOLITAN ELECTRICITY AUTHORITY:
20s. **Steel Angles and Channels,** June 4 E.S.B. 16759/69/J.

**Bulletin 79/69**
STATE RAILWAY OF THAILAND 'YODSE':
**Tungsten Carbide and Tungsten Titanium Carbide Tips.** May 16. E.S.B. 17351/69/J.
**Machine Reamers; Twist Drills.** May 20. E.S.B. 17352/69/J.
**Fluorescent Lamps.** May 14. E.S.B. 17353/69/J.
**Insulated Wire.** May 15. E.SB. 17354/69/J.
*2s. **Engine Parts Cleaning Machine.** May 21. E.S.B. 17355/69/J.
*2s. **Battery Charger.** May 21. E.S.B. 17356/69/J.
*3s. **Combination Turret Lathe,** May 19. E.S.B. 17357/69/J.
**Lathe,** May 19. E.S.B. 17358/69/J.
*3s. **Drilling and Boring Machine.** May 20. E.S.B. 17359/69/J.

**Bulletin 80/69**
METROPOLITAN ELECTRICITY AUTHORITY:
*14s. **Network Protectors; Switches; Transformers.** June 16. E.S.B. 17598/69/J.

**Bulletin 81/69**
THAILAND TOBACCO MONOPOLY:
*2s. **Aluminium Foil.** May 14. E.S.B. 17915/69/J.
**Charcoal Tin Tagger** May 16 E.S.B. 17916/69/J.

## TRINIDAD AND TOBAGO

**Bulletin 80/69**
TRINIDAD AND TOBAGO ELECTRICITY COMMISSION:
*5s **Cable.** June 27 E.S.B. 17904/69/J.
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*7s. **Sewing Machines.** June 10. E.S.B. 16773/69/J.
*5s. **Musical Instruments and Spare Parts.** June 14. E.S.B. 16774/69/J.

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ANKARA ELEKTRIK HAVAGAZI VE OTOBUS:
*41s. **Consultancy Service.** August 11. E.S.B. 17057/69/J.

**Bulletin 80/69**
STATE HYDRAULIC WORKS:
*6s. **Tampico Fibre Daubers.** May 15. E.S.B. 17921/69/J.

## UNITED ARAB REPUBLIC (EGYPT)

**Bulletin 80/69**
EGYPTIAN RAILWAYS:
**Railway Sleepers,** June 7. E.S.B. 17365/69/J.

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*11s **Fluorescent Tube Manufacturing Plant.** May 31. E.S.B. 16745/69/J.

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BARCLAYS BANK DCO:
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Agency inquiry for light fittings. E.S.B. 16184/69/J.

**Bulletin 79/69**
Inquiry for carpentry equipment and tools. E.S.B. 14774/69/J.

**AFGHANISTAN**

**Bulletin 76/69**
Agency inquiry for submersible pumps. E.S.B. 42637/68/J.

**ARGENTINA**

**Bulletin 79/69**
Inquiry for machine tools. E.S.B. 16676/69/J.

**AUSTRALIA**

**Bulletin 76/69**
Inquiry for fire alarms. E.S.B. 16517/69/J.
Inquiry for replacement parts for automotive and general industry. E.S.B. 14989/69/J.
Inquiry for domestic appliances; glassware; hardware; motor accessories. E.S.B. 13343/69/J.

**Bulletin 77/69**
Agency inquiry for knitted upholstery fabrics. E.S.B. 16947/69/J.
Inquiry for engineering consultancy services; machine tools; metal working equipment. E.S.B. 16489/69/J.

**Bulletin 78/69**
Agency inquiry for concrete equipment; power tools; pneumatic tools and compressors; soil compactors; welding machines. E.S.B. 16838/69/J.
Inquiry for filter elements. E.S.B. 11798/69/J.

**Bulletin 80/69**
Agency inquiry for bath luxuries; novelties; playing cards; toilet soap. E.S.B. 15033/69/J.

**AUSTRALIA, WAIVER OF BRITISH PREFERENCE**

**Bulletin 80/69**
Inquiry for knitting machines; replacements and spare parts. E.S.B. M/11/69/J.

**AUSTRIA**

**Bulletin 77/69**
Inquiry for road construction equipment. E.S.B. 16574/69/J.
Inquiry for motor car replacement parts. E.S.B. 16902/69/J.

**Bulletin 78/69**
Inquiry for ice skate protectors. E.S.B. 17126/69/J.
Inquiry for Scottish Angus beef. E.S.B. 17207/69/J.
Inquiry for poultry; breeding equipment and machines. E.S.B. 16817/69/J.
Inquiry for men's suits, sheepskin coats. E.S.B. 16062/69/J.
Inquiry for tube production plant; tube coating plant. E.S.B. 17169/69/J.
Inquiry for integrated modules. E.S.B. 16927/69/J.
Agency inquiry for measuring instruments; valves and fittings. E.S.B. 17197/69/J.

**Bulletin 80/69**
Inquiry for beakers; plates; tin jugs and vases. E.S.B. 17696/69/J.
Inquiry for yarns. E.S.B. 17764/69/J.
Inquiry for polyamid rings. E.S.B. 47241/68/J.

**BAHAMAS**

**Bulletin 77/69**
Inquiry for steel toothed timber connectors. E.S.B. 16171/69/J.

**Bulletin 78/69**
*7s. Inquiry for chains; pulley blocks; rope; twine. E.S.B. 16382/69/J.

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Agency inquiry for water meters. E.S.B. 16507/69/J.

**BELGIUM**

**Bulletin 76/69**
Inquiry for facing bricks. E.S.B. 16855/69/J.

**BERMUDA**

**Bulletin 77/69**
Inquiry for furniture. E.S.B. 16867/69/J.

**BOLIVIA**

**Bulletin 77/69**
Inquiry for skin treating and skin trimming machinery. E.S.B. 16889/69/J.

**Bulletin 78/69**
Inquiry for fluoride-coated glass fibre fabric. E.S.B. 4925/69/J.

**BRAZIL**

**Bulletin 78/69**
Agency inquiry for taps and dies. E.S.B. 38426/68/J.

**Bulletin 79/69**
Agency inquiry for printing machinery and materials. E.S.B. 17465/69/J.

**CANADA**

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Agency inquiry for barber and beauty supplies and equipment. E.S.B. 15609/69/J.
Inquiry for air compressor; laboratory equipment. E.S.B. 16643/69/J.
Agency inquiry for giftware and souvenirs; housewares; jewellery. E.S.B. 15478/69/J.
Agency inquiry for worsted fabrics. E.S.B. 16586/69/J.

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Inquiry for leather. E.S.B. 16563/69/J.
*Inquiry for relay reeds. E.S.B. 16678/69/J.
Inquiry for footwear. E.S.B. 16335/69/J.

**Bulletin 78/69**
Agency inquiry for hospital supplies and equipment. E.S.B. 16670/69/J.
Agency inquiry for cotton hosiery yarns. E.S.B. 16813/69/J.
Inquiry for kitchen equipment. E.S.B. 17409/69/J.
Inquiry for table linen. E.S.B. 17160/69/J.
Inquiry for reproduction jewellery. E.S.B. 17278/69/J.
Inquiry for hotel equipment. E.S.B. 17444/69/J.
Inquiry for carpeting; floor coverings. E.S.B. 17167/69/J.

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Inquiry for stainless steel rods, bars, sheet and strip. E.S.B. 10931/69/J.
Inquiry for menswear; textiles. E.S.B. 17686/69/J.
Inquiry for microwave sweep generators; oscilloscopes; spectrum analysis. E.S.B. 14679/69/J.
Inquiry for confectionery. E.S.B. 17752/69/J.

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Inquiry for audio visual school equipment and supplies; photographic and photographic reproduction equipment. E.S.B. 9485/69/J.
Inquiry for surgical instruments. E.S.B. 17743/69/J.

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**COSTA RICA**

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Manufacture under licence – cosmetics; toilet preparations. E.S.B. 17139/69/J.

**CZECHOSLOVAKIA**

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2s. Inquiry for harbour extension equipment and materials – further information. E.S.B. 17413/69/J.

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**Bulletin 77/69**
Inquiry for cardboard; chemicals; paraffin wax. E.S.B. 9012/69/J.

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Agency inquiry for corset fabrics and laces; interlinings; lining fabrics; shirtings. E.S.B. 16613/69/J.

**Bulletin 79/69**
Agency inquiry for artificial fur. E.S.B. 16986/69/J.

**FRANCE**

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Inquiry for gloves; knitwear; scarves. E.S.B. 16652/69/J.
Inquiry for fuse links. E.S.B. 13976/69/J.

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Agency inquiry for electric bulbs and wire. E.S.B. 16804/69/J.

**Bulletin 78/69**
Inquiry for suitings. E.S.B. 11375/69/J.
Agency inquiry for safety valves. E.S.B. 16812/69/J.
Inquiry for steel bars; steel plates. E.S.B. 10334/69/J.

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Agency inquiry for cotton and synthetic dress fabrics; lining materials; waterproof fabrics; men's suitings. E.S.B. 17422/69/J.

**Bulletin 80/69**
Agency inquiry for kapok; textile waste. E.S.B. 17808/69/J.

**Bulletin 81/69**
Agency inquiry for building materials. E.S.B. 17852/69/J.

**FRANCE/DENMARK**

**Bulletin 81/69**
Trade and financial agreements. E.S.B. 1209/G/J.

**FRANCE/PAKISTAN**

**Bulletin 78/69**
Trade and financial agreements. E.S.B. 1209/G/J.

**GERMANY, FEDERAL REPUBLIC OF**

**Bulletin 76/69**
Agency inquiry for reproduction (rustic) furniture. E.S.B. 15819/69/J.
British Commercial Information Office at Hanover Trade Fair. E.S.B. 1216/G/J.
Inquiry for furniture and household goods. E.S.B. 15303/69/J.
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Agency inquiry for furnishing fabrics; men's suit material. E.S.B. 16677/69/J.
Agency inquiry for security alarms. E.S.B. 16499/69/J.
Agency inquiry for electronic assemblies and components. E.S.B. 16504/69/J.
Agency inquiry for steel plates. E.S.B. 16583/69/J.
Agency inquiry for hydraulic system fittings; valves. E.S.B. 13776/69/J.
Inquiry for furniture and furnishing items. E.S.B. 16924/69/J.
Agency inquiry for yarns. E.S.B. 13547/69/J.
Agency inquiry for washing up machines. E.S.B. 16502/69/J.
Agency inquiry for furniture. E.S.B. 16964/69/J.

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Agency inquiry for furniture. E.S.B. 17256/69/J.

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Agency inquiry for dress materials. E.S.B. 10942/69/J.

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Agency inquiry for sanitary ware. E.S.B. 17812/69/J.

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Baghdad International Fair. E.S.B. 1216/G/J.

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Inquiry for sun glasses. E.S.B. 17405/69/J.

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Agency inquiry for tie fabrics. E.S.B. 17443/69/J.

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*(Continued on page 1271)*


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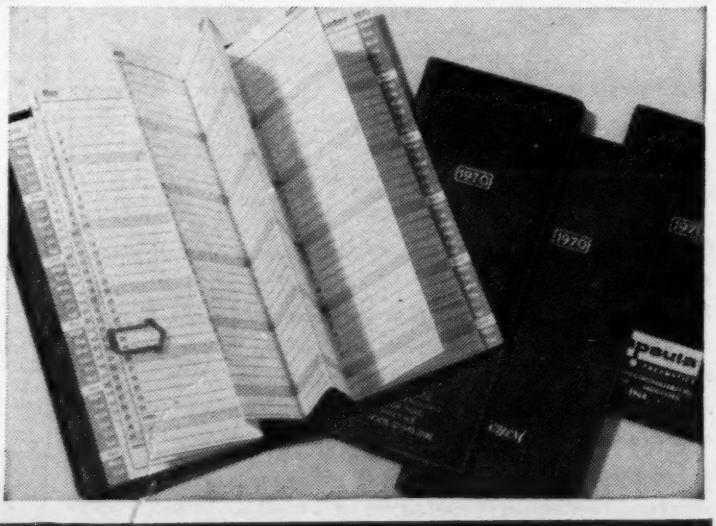

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*continued from page 1269*

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### MALAYSIA
**Bulletin 77/69**
Inquiry for diamond cutting and facetting machines. E.S.B. 31476/68/J.

**Bulletin 78/69**
Inquiry for heavy duty double wheel lathes. E.S.B. 16868/69/J.

**Bulletin 80/69**
1s. Inquiry for perforating press; plate rolling mill. E.S.B. 14722/69/J.

### MALTA
**Bulletin 78/69**
*5s. Inquiry for clothing industry machinery; electrical trunking. E.S.B. 16006/69/J.

### MAURITIUS
**Bulletin 77/69**
Inquiry for machinery for manufacture of mattresses and mattress springs; machinery for manufacture of armatures; mattress fittings. E.S.B. 14290/69/J.

### MOROCCO
**Bulletin 77/69**
Inquiry for insecticide. E.S.B. 16983/69/J.

**Bulletin 80/69**
Inquiry for aluminium tubes; office equipment. E.S.B. 16976/69/J.

### MOZAMBIQUE
**Bulletin 76/69**
Inquiry for textiles printing and finishing plant. E.S.B. 16508/69/J.

### NETHERLANDS
**Bulletin 78/69**
Inquiry for plastic sheeting. E.S.B. 17492/69/J.
Inquiry for rubber and rubber products. E.S.B. 15484/69/J.
Inquiry for rubber gloves and gauntlets. E.S.B. 15484/69/J.

**Bulletin 79/69**
Inquiry for plastic building units; plastic prefabricated bathroom units. E.S.B. 17707/69/J.

### NEW ZEALAND
**Bulletin 76/69**
Inquiry for decanters. E.S.B. 16509/69/J.

**Bulletin 77/69**
Inquiry for brass furniture; tea trolleys; vanity mirrors. E.S.B. 16854/69/J.
Agency inquiry for container and material handling equipment; contractors plant; earth moving equipment. E.S.B. 14946/69/J.

**Bulletin 79/69**
Inquiry for catering equipment. E.S.B. 17669/69/J.

### NICARAGUA
**Bulletin 77/69**
Inquiry for textile machinery. E.S.B. 16843/69/J.

### NIGERIA
**Bulletin 77/69**
Inquiry for musical instruments. E.S.B. 16878/69/J.

**Bulletin 78/69**
Agency inquiry for microscopes. E.S.B. 15893/69/J.

### NORTH AMERICA
**Bulletin 78/69**
Store buyers visit London. E.S.B. 4415/69/J.

### NORWAY
**Bulletin 78/69**
Inquiry for dresses; dressing gowns. E.S.B. 16952/69/J.

### PAKISTAN
**Bulletin 76/69**
Inquiry for agricultural implements. E.S.B. 16493/69/J.

**Bulletin 77/69**
Agency inquiry for domestic electrical appliances; fertilizers; herbicides; insecticides. E.S.B. 15329/69/J.

### POLAND
**Bulletin 78/69**
Inquiry for design office furniture and equipment; library shelving and equipment; metal office furniture; office machines; record storage equipment. E.S.B. 17233/69/J.

### RUMANIA
**Bulletin 79/69**
Inquiry for petroleum industry equipment. E.S.B. 17478/69/J.

### SAUDI ARABIA
**Bulletin 78/69**
Agency inquiry for air conditioners; cookers; record players; refrigerators; tape recorders; washing machines. E.S.B. 16554/69/J.

**Bulletin 80/69**
Inquiry for wire, nails and screw making machinery. E.S.B. 17882/69/J.

### SIERRA LEONE
**Bulletin 77/69**
Agency inquiry for automobile bulbs, tyres and tubes; plastic sheets; chemicals. E.S.B. 15820/69/J.

### SOMALI REPUBLIC
**Bulletin 78/69**
Inquiry for air conditioners; film projectors; radio receivers. E.S.B. 10951/69/J.

### SOUTH AFRICA
**Bulletin 80/69**
Agency inquiry for builders and contractors plant. E.S.B. 17677/69/J.

### SPAIN
**Bulletin 78/69**
Inquiry for air conditioning equipment. E.S.B. 17643/69/J.
Inquiry for potassium flourosilicate. E.S.B. 17435/69/J.
Inquiry for steel bars. E.S.B. 16573/69/J.

**Bulletin 79/68**
9s. Manufacture under licence – control panels; low tension contactors; medium tension substation equipment; non-inflammable electrical mining equipment; oil tanker electrical equipment; street lighting units; switches. E.S.B. 12313/69/J.

### SWEDEN
**Bulletin 76/69**
Agency inquiry for cycling machine exercisers; gift articles; kitchen hardware. E.S.B. 15485/69/J.
Agency inquiry for cellulose acetate film. E.S.B. 16555/69/J.
Inquiry for cotton shirtings. E.S.B. 17113/69/J.
Inquiry for adhesives; castors; locks; typists chairs. E.S.B. 17110/69/J.
Inquiry for gold; silver. E.S.B. 17171/69/J.
Inquiry for door fittings. E.S.B 17112/69/J.
*4s. Inquiry for exposure and vacuum meters. E.S.B. 17111/69/J.
Inquiry for braid; cap bands and peaks. E.S.B. 17143/69/J.
Inquiry for furniture fittings. E.S.B. 17154/69/J.
Inquiry for epoxy impregnated material. E.S.B. 13096/69/J.
Inquiry for cotton yarns. E.S.B. 17172/69/J.

**Bulletin 77/69**
Agency inquiry for linear function electronic equipment. E.S.B. 12305/69/J.
Inquiry for cotton shirtings. E.S.B. 16960/69/J.
Inquiry for steel rounds. E.S.B. 17224/69/J.
*8s. Inquiry for folding machines; glueing machines. E.S.B. 17180/69/J.
Inquiry for silos; silage equipment. E.S.B. 16877/69/J.
Inquiry for haematite pig iron. E.S.B. 17271/69/J.
Inquiry for copper wire; insulated plate. E.S.B. 17248/69/J.
Inquiry for mould casting machines. E.S.B. 17127/69/J.
Agency inquiry for plastic packaging items and materials. E.S.B. 16158/69/J.

**Bulletin 78/69**
Agency inquiry for football boots; training shoes. E.S.B. 16882/69/J.

**Bulletin 79/69**
Inquiry for socks. E.S.B. 15036/69/J.

**Bulletin 80/69**
Inquiry for photo frames. E.S.B. 17430/69/J.
Agency inquiry for dresses; knitwear; skirts. E.S.B. 17159/69/J.
Agency inquiry for panti-hose; tights. E.S.B. 17619/69/J.
Inquiry for tailors' sundries. E.S.B. 18032/69/J.
Agency inquiry for duplicating equipment and accessories; paper; perforated tapes; punched cards; telex rolls. E.S.B. 17185/69/J.

### SWEDEN/HUNGARY
**Bulletin 81/69**
Trade agreement. E.S.B. 1209/G/J.

### SWITZERLAND
**Bulletin 76/69**
Agency inquiry for chanderliers and lampshades; furniture; furnishing fabrics; leather. E.S.B. 15607/69/J.
Agency inquiry for fabrics. E.S.B. 16505/69/J.
Inquiry for knitwear. E.S.B. 25220/68/J.
Agency inquiry for camping and sports equipment; household goods. E.S.B. 16412/69/J.
Agency inquiry for children's dresses; knitwear. E.S.B. 45067/68/J.

**Bulletin 78/69**
Agency inquiry for industrial polishing and finishing machines; small tools for workshops. E.S.B. 16160/69/J.
Inquiry for tennis shirts. E.S.B. 17421/69/J.
Agency inquiry for doll's prams; mechanical toys (non-electrical); soft toys; wooden toys. E.S.B. 16887/69/J.
Agency inquiry for acrylic hand knitting yarns. E.S.B. 16888/69/J.
Inquiry for bedpan rinsing apparatus; gamma radiation equipment. E.S.B. 17420/69/J.
Inquiry for bottles; whisky – further information. E.S.B. 15832/69/J.

**Bulletin 79/69**
Agency inquiry for caravans. E.S.B. 17602/69/J.

**Bulletin 80/69**
Agency inquiry for gin; rum; whisky. E.S.B. 17665/69/J.

**Bulletin 81/69**
Agency inquiry for women's knitwear. E.S.B. 17714/69/J.

### TAIWAN
**Bulletin 77/69**
*Inquiry for parts for hopper and gasoline tank cars. E.S.B. 16999/69/J.

**Bulletin 78/69**
Inquiry for textile dyeing and finishing machinery. E.S.B. 16566/69/J.

### TRINIDAD/TOBAGO
**Bulletin 77/69**
Inquiry for brass tubing. E.S.B. 3759/69/J.
Agency inquiry for automative tools; hand tools; shoes. E.S.B. 14849/69/J.

**Bulletin 78/69**
Agency inquiry for burners and conversion burners. E.S.B. 16973/69/J.
Agency inquiry for pipe fittings. E.S.B. 16972/69/J.

**Bulletin 79/68**
Inquiry for glass containers. E.S.B. 17635/69/J.

### TUNISIA
**Bulletin 80/69**
Inquiry for perforating machines; printing machines. E.S.B. 17166/69/J.

### TURKEY
**Bulletin 76/69**
Inquiry for hydro-electric package power plant; surface water treatment plant. E.S.B. 16122/69/J.

**Bulletin 77/69**
Inquiry for engineering consultancy services. E.S.B. 16174/69/J.

### UGANDA
**Bulletin 80/69**
*Inquiry for hose clip manufacturing machinery; manifold flanges; steel pipes, tubing and sheets; welding wire. E.S.B. 15384/69/J.
Inquiry for cotter pin manufacturing machinery. E.S.B. 17712/69/J.

### UNITED ARAB REPUBLIC (EGYPT)
**Bulletin 76/69**
*8s. Inquiry for tramcar air brake units. E.S.B. 15896/69/J.

**Bulletin 80/69**
Inquiry for stocking making machinery. E.S.B. 17639/69/J.

**Bulletin 81/69**
Inquiry for knitting machines. E.S.B. 14590/69/J.

### UNITED STATES OF AMERICA
**Bulletin 76/69**
Inquiry for men's giftware; toby and moustache jugs. E.S.B. 16541/69/J.
Agency inquiry for air specialities; strainers and filters; valves and actuators. E.S.B. 9491/69/J.

**Bulletin 77/69**
Inquiry for television broadcast and photographic equipment. E.S.B. 15877/69/J.
Inquiry for menswear. E.S.B. 16679/69/J.
*Inquiry for educational aids. E.S.B. 14814/69/J.

**Bulletin 78/69**
Inquiry for saddlery. E.S.B. 16161/69/J.
*Item (a) 1s., (b) 1s., (c) 2s. Agency inquiry for steel and steel plates. E.S.B. 6617/69/J.
Inquiry for filters. E.S.B. 14953/69/J.
*56s. Inquiry for electric power distribution equipment. E.S.B. 15831/69/J.

**Bulletin 79/69**
Inquiry for building contract equipment and materials. E.S.B. 13387/69/J.
Inquiry for pliers. E.S.B. 17678/69/J.

**Bulletin 80/69**
Inquiry for cutlery; leather goods. E.S.B. 17813/69/J.
*Inquiry for handcrafted models and kits. E.S.B. 12814/69/J.
Inquiry for convertible car top materials. E.S.B. 17805/69/J.
Inquiry for footwear. E.S.B. 17718/69/J.

### VARIOUS
**Bulletin 81/69**
Visits by British overseas commercial representatives. E.S.B. 6865/66/J.

### WINDWARD AND LEEWARD ISLANDS
**Bulletin 77/69**
Agency inquiry for water meters. E.S.B. 16507/69/J.

### YUGOSLAVIA
**Bulletin 79/69**
Inquiry for marine equipment. E.S.B. 10310/69/J.

### ZAMBIA
**Bulletin 76/69**
Inquiry for dresses; footwear. E.S.B. 16595/69/J.

**Bulletin 78/69**
Zambia import licensing procedure and routing instructions. E.S.B. 31667/68/J.

# Export Orders

**Firms are invited to send in brief details of recent export orders or contracts for insertion on this page.**

### United Kingdom castors for United States furniture

An American order for specially-finished British ball castors has been won by Joseph Gillott and Sons Ltd. The order calls for 50,000 sets of Design Award winning Orbit castors, worth £20,000 during the next 12 months, with an immediate requirement for 6,000 sets.

Mr. Robert Truslove, the Gillott company's sales director, says that since March 1967 he and Mr. Derek Marsh, the company's senior sales executive, have made seven trips to America to study the sales potential for their castors. Six months ago it was the only British castor-producing company to exhibit at the International Woodworking Machinery and Furniture Supply Fair at Louisville, Kentucky.

The Gillott company is now building up a network of distributors in the United States, and Mr. Truslove plans at least two more visits during the next few months. Participation in another big trade fair in California in September is being discussed.

### 707 Simulator order

A substantial contract has been placed with Miles Electronics Limited, by Aer-Lingus, the Irish International Airline, for the complete modification and up-dating of a Boeing 707 Flight Simulator to the current 320E series.

### Paper-machine felt contracts for Eastern Europe

Scapa Dryers Ltd., of Blackburn, manufacturers of felts for paper-machines have obtained contracts for the supply of large quantities of felts to the paper-making industries of Russia, Bulgaria and Rumania, for delivery during 1969. These three new contracts follow on the successful completion of similar contracts completed during 1968, and are valued at US $1 million.

The contracts have been personally negotiated in Moscow, Sofia and Bucharest, over the past two months by Mr. J. Allsup (technical sales director) and his assistant, Mr. V. Pejcinovic. The contracts cover a broad cross section of the requirements of the paper industries of all three countries.

### Pipework exports

Aiton & Co. Ltd., Derby and Sunderland (Whessoe Group) have won a contract from International Combustion Ltd., Derby, for the supply of boiler integral, high pressure steam, reheat and HP feed piping systems associated with two 120 MW reheat turbo-generator units to be installed in the Peninsular Electric Power Co., Tsing Yi Power Station, Hong King. This is an extension to similar pipework supplied by Aiton in 1968 for boilers T1 and T2 and this contract is worth more than £150,000.

### New laundry machine's successful export sales

A continuous towel-processing machine, manufactured by the Universal Towel Co. Ltd., East Grinstead, has been exported to Arnhem, Holland.

The machine, worth £10,000 and weighing nearly five tons, was developed under a project originally backed by the National Development Research Council in conjunction with the British Laundry Research Association. It is said to be the only one of its type in the world. The machine washes, rinses, presses and re-rolls 45-yard towels in one operation and can handle over 50 towels an hour – an estimated saving of 50 per cent over conventional methods of laundering.

In addition to Holland, two machines have already been sent to Germany, with four more destined for that market within the next four months. Orders are in hand to export machines to New Zealand and the United States and other negotiations promise markets in Switzerland, Italy, Denmark and Japan. According to Mr. Desmond Finlay-Mulligan, managing director of UTC, the firm's biggest market will undoubtedly be the United States and Canada and they will probably manufacture there under licence.

### Five more European hotel contracts

Catesby Integra, the international furnishing contractors and interior designers, have been awarded contracts for the next five Esso Motor Hotels to be built in Europe. This was announced by Mr. Peter Catesby, the chairman, before he left for the new Esso Motor Hotel at Linz in Austria, which was officially opened on April 18.

The five new hotels will be at Hamburg, Edinburgh, Cologne, Velp in Holland and Stavanger in Norway. Hamburg will open this autumn, the others in Spring 1970.

### Excavators for Seychelles airport project

Ruston-Bucyrus Limited, Lincoln, has now dispatched four excavators, valued at over £100,000, for work on the new airport to be built on Mahe Island, Seychelles. This work, for the Overseas Directorate of the Ministry of Public Building and Works, will be carried out by Costain Civil Engineering Limited.

### Plant for Australia

Industrial plant is now being shipped by Shaw (Export Packing) Ltd., of Meltham, Huddersfield, to Campbelltown, a new city near Sydney, New South Wales, Australia. The plant is for the Strand Industries Pty. Limited a joint investment by British Ropes Limited of Doncaster, England; the Union Corporation Limited of Johannesburg, South Africa; and African Wire Ropes Limited, also of Johannesburg. The new company is to manufacture high-tensile steel wire products.

### Marine radar for United States

Only two months after its first public showing in the United States, orders for the new Plessey marine radar have reached $11 million. Just back from a coast to coast sales trip taking in nine boat shows, Plessey Electronics Group Commercial and Marketing Executive, Mr. Eric Tyler said: 'The potential market for equipment of this type in the United States is at least $50 million – and still growing.'

In the last three years about 5,000 marine radar sets have been sold in the American power boat market. In two months since introducing its first small boat radar Plessey has booked orders for 4,000.

### Spirit still for Jamaica

Blairs Limited have announced the receipt of a contract from Tate & Lyle Ltd. for a rectifying column still for installation in Jamaica. The still will form an extension to the existing distillery equipped by Blairs at the Monymusk Sugar Estate and is designed to provide from a basic rum spirit a super-neutral gin type spirit. This basic rum spirit is itself produced from Molasses, a by-product of the large Caribbean sugar industry.

### Smelting order from France

Woodall-Duckham subsidiary, W. J. Jenkins – materials handling and processing equipment engineers – have obtained £200,000 worth of orders for industrial mixers, which includes one from Sté des Electrodes et Refractaries Savoie of France.

### Furniture for Switzerland

A 395,000 Swiss Francs order for 1,000 convertible suites, from the Möbel Pfister chain, Switzerland's largest furniture retailers, has been obtained by Multiline Furniture Limited, a member of the Christie-Tyler group.

### Soviet latex contract

CJB Processes Limited have been awarded a £1.4 million contract by V/O Techmashimport (the USSR Industrial Plant Purchasing Organization) for the design, engineering, and supervision of supply of equipment, erection and commissioning of a plant for the manufacture of improved SBR high solids latex by the Pressure Agglomeration Process of the International Synthetic Rubber Company Limited (ISR).

### Rise in 1968 confectionery exports

The total value of the British confectionery industry's exports of sugar confectionery, chocolate confectionery and other cocoa products rose by nearly 23 per cent in 1968 to reach a record level of £30.9 million, compared with £25.2 million in 1967.

The breakdown figures (1967 in brackets) for the main products were: sugar confectionery 67,630 tons (56,200 tons), valued at £16 million (£12.7 million), and chocolate and chocolate confectionery 25,820 tons (23,050 tons) valued at £10.7 million (£8.7 million).

Exports to the dollar market, totalling £11.7 million, acounted for well over a third of the industry's overseas sales. Of the 150 or more countries to which the industry exports the biggest single market is the United States, which last year took £7.3 million-worth of its products. Small, but notable markets, at the other end of the scale included Macao, Nepal and the Yemen. For the first time there were sales to Russia, of mainly chocolate, valued at over £100,000.

### Fire equipment for Boeing 747

Fire detection equipment worth over £50,000 has been ordered by ten international airlines for their Boeing 747 airliners. The equipment, which will be fitted to the Pratt & Whitney JT9D power plants of the aircraft, is made by Graviner (Colnbrook) Limited, one of the Wilkinson Sword group.

### £750,000 Italian order

Dobson & Barlow Machinery Sales Ltd. – a Stone-Platt Company – has secured a £750,000 order for textile machinery from ANIC, the nationally owned Società Azienda Nazionale Idrogenazione Combustibili of Italy which has extensive interests in the petroleum, chemical and textile industries.

### Middle East orders

Robert Jenkins and Company Limited, of Rotherham, have announced a further overseas order for the supply of desalters for the Middle East which brings export orders during the last 12 months to more than £400,000.

The company manufacture pressure vessels, heat exchangers and large fabrications.

### 50 per cent export increase

Overseas sales of P. P. Payne's Rippatape – an opening device for cartons and containers – increased by over 50 per cent during 1968, and so far this year they are up by over 60 per cent. Best markets are Scandinavia, France and Germany.

### 33 per cent export increase

For the first time, the sales of Plant Protection Ltd., the ICI subsidiary responsible for marketing agricultural chemicals, topped £17 million in 1968. About 65 per cent of Plant Protection's turnover in 1968 went overseas, and exports reached nearly £11 million. This is a new record and an increase of 33 per cent over exports for the previous year.

EXPORT INTELLIGENCE BRIEFING No. 7: *Selling in the U.S.A.*

# The U.S.A.
# Ten ways to sell more in the world's richest market

**The U.S.A., with current British imports of over £850 million, is our biggest single foreign market. During the last 6 years, U.S. imports have more than doubled to reach their 1968 level of nearly £14,000 million, and this rate of growth is likely to be maintained. The U.S. market has enormous potential, but it is not for the amateur. Successful exporters have found that it pays to observe these 10 ground-rules for selling in the United States.**

**1. Know the market**
Market research and the development of a market strategy are essential first steps to successful penetration into new markets in the U.S.A. Failure to take them can be disastrous. You must be prepared to make a continuing and long-term commitment to the market.

**2. Visit the market**
Personal contacts are vital. Send the boss (if he knows his stuff). The Americans expect it.

**3. Think American**
American business methods and distribution patterns are changing fast. For example, many U.S. firms have highly developed purchasing procedures. Unless these are complied with there is no hope of obtaining orders. Keep yourself up-to-date with their way of doing things.

**4. Divide and conquer**
Make allowances for the great differences in climate, character and taste you will find in America. Take it region by region, or even city by city. With its well-above-average advertising and promotion costs and tough competition, the New York area is not necessarily the best starting point.

**5. Deliver promptly**
Americans expect quick delivery; but never make delivery promises you can't keep. The solution for some manufacturers is to maintain stocks locally.

**6. Be design conscious**
Style your product to suit American national and regional tastes.

Match U.S. design packaging and promotional standards.

**WHAT TO DO NOW:**
For advice on selling your products in the United States

**Call EXPORT INTELLIGENCE at the Board of Trade**

**Call us at H.Q. London: 01-248 9633 Telex 886143**

**7. Use professional advice**
Make full use of the marketing expertise to be found in British and American advertising agencies and marketing consultancies.

**8. Make use of special promotions**
Find out about store promotions, specialised industrial exhibitions, trade fairs and selling missions. Take full advantage of them—they are often effective springboards into new regions.

**9. After-sales service**
Effective after-sales support for your product and distributor is *essential*. It must at least equal that of the domestic competition. Good service will help win repeat sales.

**10. Americans like to be sold**
Be lavish with enthusiasm for your product. Repeat orders have to be fought for. America is the toughest, most professional, but potentially the most rewarding market in the world. Undersell and they will suspect both the product and the man. In the forceful doggerel of *Dr. Scholl:*

"Early to bed, early to rise,
Work like hell and advertise".

**You can also call us at:** **Belfast** (Ministry of Commerce) 34488 Telex 74578 · **Birmingham** 021-643 8221 Telex 33702 · **Bristol** 21071 Telex 44214 **Cardiff** 62151 Telex 49267 · **Glasgow** 041-248 2855 Telex 77583 · **Leeds** 20485 Telex 55472 · **London** (South Eastern Counties) 01-828 4355 Telex 25991 (Eastern Counties) 01-828 6271 Telex 25991 · **Manchester** 061-832 9321 Telex 66104 · **Newcastle** 27575 Telex 53178

# Tariff, Customs and Import Regulations in overseas countries

## REGISTERED TRADE MARK (RTM)

## GOODS IN OVERSEAS TARIFF LISTS

*The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the* Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

*Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the* Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

*While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.*

## EUROPEAN COMMUNITIES

### *Common agricultural policy*

THE TEXTS of the following Regulations, which affect the various agricultural sectors in the EEC, have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Readers are reminded that details of the levies, premiums, supplementary amounts, refunds and restitutions applicable to the various market organizations in the agricultural sector which are published periodically in the *Journal Officiel* may also be obtained from the Export Services Branch at the above address.

#### MILK AND MILK PRODUCTS

**Regulation (CEE) No. 661/69** relates to a notice of auction for the disposal of cheese held in stock by the Italian Intervention Organization (*Journal Officiel* No. L87 dated April 11, 1969).

**Regulation (CEE) No. 685/69** relates to the methods of applying intervention measures in the butter and cream market (*Journal Officiel* No. L90 dated April 15, 1969).

#### PROCESSED PRODUCTS WITH CEREAL BASE

**Regulation (CEE) No. 690/69** extends for the 1966/1967 Marketing Year certain standard coefficients for processed products with a cereal base, fixed by **Regulation (CEE) No. 148/66** (*Journal Officiel* No. L91 dated April 16, 1969).

#### RICE

**Regulation (CEE) No. 712/69** modifies **Regulation (CEE) No. 469/67** so far as it concerns the procedure for determining the cif prices for rice and broken rice and also the corrective amount relating to the 'glutinous' type of broken rice (*Journal Officiel* No. L93 dated April 18, 1969).

#### OILS AND FATS

**Regulation (CEE) No. 710/69** modifies **Regulations (CEE) No. 830/67 No. 174/66** and **No. 284/67** so far as they concern the establishment of guarantees in the fats sector (*Journal Officiel* No. L93 dated April 18, 1969).

**Regulation (CEE) No. 711/69** modifies the German text of **Regulation (CEE) No. 1052/67** concerning the production refund on olive oil used in the manufacture of certain preserved foods (*Journal Officiel* No. L93 dated April 18, 1969).

## SWEDEN

### *Hotel accommodation and summer holidays*

BUSINESS VISITORS to Stockholm and Gothenburg are reminded of the extreme difficulty of getting rooms at short notice, especially in the summer months. Bookings should be made well in advance. (It is *not* possible for the British Embassy at Stockholm to arrange hotel bookings.)

The Swedish summer holiday period covering the last week in June, the whole of July and most of August should, if possible, be avoided by visitors from the United Kingdom as many Swedish businessmen are on holiday during that time.

## ICELAND

### *Reduction in vehicle import fee*

ON MARCH 10, 1969, the Icelandic Ministry of Finance announced a reduction in the import fee on motor vehicles with effect from January 1, 1969.

On private cars the import fee has been reduced from 90 per cent to 60 per cent. The fee for four-wheel drive utility vehicles of not more than 101 inches wheel base, and for motor cars used full-time as taxis or full-time for driving instruction, has been reduced from 30 per cent to 15 per cent. For motor cars used part-time as taxis or part-time for driving instruction, the fee has been reduced from 60 per cent to 45 per cent.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 or 482).

## LEBANON

### *Customs tariff*

THE FOLLOWING amendments have been made to the Lebanese Customs Tariff:

| Heading No. | Description of goods | Basis for collection | Normal tariff |
|---|---|---|---|
| 90.28 | Electrical measuring checking analysing or automatic controlling instruments and apparatus: | | |
| | (a) } (No change) | | |
| | (b) } | | |
| | (c) Intended for oil prospecting (2) . . . | Value | 1% |
| | (d) Other . . . . . | Value | 11½% |

(2) Duty reduction applicable subject to compliance with the conditions and provisions stipulated by the Customs Administration.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room 61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

## *Tariff amendments*

THE ISRAELI Official Gazette, *Kovetz Hatakanot*, Nos. 2357 and 2359 of March 7 and 12 respectively, has reported 41 amendments to the Israeli tariff. The items affected are as follows:

| Item | Description |
|---|---|
| 13.03 | Pectic substances, pectinates and pectates. |
| 34.02 | Washing preparations, whether or not containing soap. |
| 38.19 | Chemical products and preparations. |
| 39.01 | Condensation, polycondensation and polyaddition products. |
| 39.02 | Polymerization and copolymerization products. |
| 39.07 | Articles of the kinds described in headings numbered 39.01 to 39.06. |
| 44.01 | Fuel wood in logs, billets, twigs or faggots. |
| 44.03 | Wood in the rough. |
| 44.04 | Wood roughly squared, but not further manufactured. |
| 44.15 | Plywood, blockboard, laminboard, battenboard, etc. |
| 51.04 | Woven fabrics of man-made fibres. |
| 65.06 | Other headgear, whether or not lined or trimmed. |
| 73.12 | Hoop and strip, of iron or steel, hot-rolled or cold-rolled. |
| 73.13 | Sheets and plates, of iron or steel, not rolled or cold-rolled. |
| 73.14 | Iron or steel wire, whether or not coated, but not insulated. |
| 73.15 | Alloy steel and high carbon steel in the forms mentioned in headings numbered 73.06 to 73.14. |
| 73.20 | Tube and pipe fittings of iron and steel. |
| 73.31 | Nails, tacks, staples, etc., of iron or steel. |
| 73.32 | Bolts, nuts, rivets and washers of iron or steel. |
| 74.14 | Nails, tacks, staples, etc., of copper. |
| 82.05 | Interchangeable tools for handtools, etc. |
| 82.11 | Razors and razor blades. |
| 84.01 | Steam and other vapour generating boilers. |
| 85.13 | Electrical line telephonic and telegraphic apparatus. |
| 94.04 | Mattress supports; mattresses, quilts, eiderdowns, etc. |
| 98.16 | Tailors' dummies. |

The following items have been added to the list of goods exempt from duty:

| Item | Description |
|---|---|
| 415 | Sugar used for feeding honey bees. |
| 425, 426 | Materials, parts, machinery, appliances and equipment used in the manufacture or repair of aircraft. |
| 507, 508 | Steam generating boilers, and auxiliary plant for use therewith. |
| 810 | Goods re-imported into Israel within one year of initial exportation. |

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).


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## IRAN

### *Tariff amendments*

OVER 500 ITEMS in the Iranian tariff have been affected by amendments to the commercial benefit tax, and to various footnotes, which were published in Farsi on March 26. The full English text of the tariff is expected to be published by May 20. The Board of Trade has meanwhile received from the British Embassy in Tehran an unofficial item by item translation of the changes which are summarized below:

| Section | Description | No. of items affected |
|---|---|---|
| 1 | Live animals | 1 |
| 4 | Milk, and dairy products | 2 |
| 8 | Nuts | 2 |
| 12 | Oil seeds | 3 |
| 15 | Vegetable oils; hydrogenated fats and oils; margarine | 4 |
| 17 | Sugar and confectionery | All |
| 27 | Lubricating oil | 2 |
| 28 | Chemicals | 144 |
| 29 | Prepared chemicals and other products for cinematography and photography | 8 |
| 30 | Tanning and dyeing extracts; paints; driers, varnishes, etc. | 16 |
| 31 | Essences; artificial odoriferous substances; perfumery articles | 6 |
| 32 | Soap, candles and other preparations with a basis of oils, fats or wax | 1 |
| 33 | Glues | 1 |
| 34 | Explosives; fireworks; matches, etc. | All |
| 35 | Fertilizers | All |
| 39 | Rubber articles for industrial and technical use | 1 |
| 40 | Wood and articles made of wood | 9 |
| 44 | Cardboard and paper, and manufactures thereof | 16 |
| 47 | Wool, horsehair, and other animal hair | 25 |
| 46 | Silk, artificial silk and artificial textile fibres | 4 |
| 49 | Jute | 2 |
| 50 | Tarpaulins | 1 |
| 52 | Bags and sacks of jute fabrics | 2 |
| 58 | Wares of stone and other mineral materials | 3 |
| 59 | Ceramic products | 10 |
| 60 | Glass and glassware | 26 |
| 61 | Precious stones, precious metals, etc. | 8 |
| 63 | Iron and steel | 87 |
| 71 | Miscellaneous manufactures of metal, n.e.s. | 5 |
| 72 | Boilers; machinery; apparatus and mechanical appliances | 72 |
| 73 | Electrical machinery | 21 |
| 75 | Automobiles | 6 |
| 82 | Wares, n.e.s., of carving or moulding material, natural or artificial | 18 |

Any inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 475).


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## ALGERIA

### *Pharmaceutical goods monopoly*

THE ALGERIAN *Journal Officiel* of April 4 announced the institution of a monopoly on the importation of pharmaceutical goods. This monopoly has been granted to La Pharmacie Centrale Algerienne, PCA.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

## SIERRA LEONE

### *Import licensing regulation*

TELEGRAPHIC information has been received from Sierra Leone concerning an amendment to the General Import Licence No. 1 of 1969. The list of items for which specific import licences are required (published in the *Board of Trade Journal* dated October 18, 1968, page 1082) has been amended by the addition of the following items:

| Customs Classification | Item |
|---|---|
| 821-032 | Matiresses. |

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

## MALAWI

### *Customs tariff amendment*

MALAWI Government Notice No. 54 amends the Customs Tariff with effect from March 14, 1969, to the following extent:

Part III – Customs duties

(a) By the deletion of all the material in columns 3, 4, 5 and 6 relating to sub-heading No. 17.01.01 and the substitution therefor of the following:

| BTN No. 1 | Nomenclature 2 | 3 | Effective Rates 4 | 5 | 6 |
|---|---|---|---|---|---|
| 17.01.01 | Beet sugar and cane sugar, solid: Sugar candy, icing sugar, sugar in cubes and all other sugar packed for retail sale | — | 30% or £5 0s. 0d. | 30% or £5 0s. 0d. | 20% or £5 0s. 0d. |

(b) By the deletion of all material in columns 4, 5 and 6 relating to sub-heading No. 17.01.99 and the substitution therefore of the following:

| BTN No. 1 | Nomenclature 2 | 3 | Effective Rates 4 | 5 | 6 |
|---|---|---|---|---|---|
| 17.01.99 | All other (raw or refined) | per ton | £5 0s. 0d. | £5 0s. 0d. | £5 0s. 0d. |

(Britain pays column 6 rate of duty)

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

### *Qualification for preferential rates of duty*

THE CUSTOMS AND EXCISE (Specified Country and Process of Manufacture) (Amendment) Order, 1969, published as Malawi Government Notice No. 55 on March 14, 1969, amends, with an effective date of January 1, 1967, the First Schedule to the Customs and Excise (Specified Country Content and Process of Manufacture) (No. 2) Order of 1966, published in the *Board of Trade Journal* dated February 3, 1967, pages 306 – 307, by the deletion of '60.01.02' in both places where it occurs, and the substitution therefor in each case of '61.01.02'.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 401).

(*Continued on next page*)

## *Suspension of duties*

THE Customs and Excise (Suspension) (Amendment) Regulations, 1969, published as Malawi Government Notice No. 53 of March 14, amend, with effect from that date, the Customs and Excise (Suspension) Regulations, 1966, to the following extent:

**First Schedule**

| BTN No. | Nomenclature | | Effective Rates | | |
|---|---|---|---|---|---|
| I | | 3 | 4 | 5 | 6 |
| ex 17.01.01 | Mill white or refined granulated sugar packed for retail sale . | per ton | £5 0s. 0d. | £5 0s. 0d. | £5 0s. 0d. |

(Britain pays column 6 rate of duty)

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

# TANZANIA

## *Import licensing regulations*

GOVERNMENT NOTICE No. 92, published in the United Republic of Tanzania *Official Gazette* of April 11, amends, with effect from April 8, the Fourth Schedule to the Open General Licence, 1968 (published in the *Board of Trade Journal* of August 16, 1968, pages 514-515), which includes goods of United Kingdom origin for which specific import licences are required, by the addition of the following items:

**Fourth Schedule**

| BTN No. | Description |
|---|---|
| 55.03/06 | Cotton yarn |
| 62.01 | Travelling rugs and blankets |

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 473).

# INDIA

## *Import Policy 1969-70*

THE INDIAN Import Policy for the year April 1969-March 1970 was announced on April 1. It modifies last year's policy and is designed to continue the process of encouraging exports and import substitution.

The list of 59 priority industries remains unchanged, and companies in the priority sector exporting over 10 per cent of production will continue to have some choice of their sources of supply. Companies not in the priority sector but with similar export performance and whose products are covered in the list of end-products for re-export in the policy for registered exporters will be treated as priority units. As in last year's policy, companies in 10 of the priority industries failing to export at least 5 per cent of their production will lose some of their privileges (e.g. they will become liable to cuts in the value of their import licences). The list of end-products within these 10 industries has been increased.

A new scheme has been introduced to enable recognized export houses to maintain stocks of imported industrial raw materials and spare parts to meet the essential requirements of the manufacturing units whose products they market. Under this scheme import licences will be issued to the export houses on the basis of their exports of non-traditional products.

In order to avoid unnecessary foreign exchange expenditure on importing items which are obtainable from Indian sources, a further 316 items have been removed from the list of permitted imports. These include various chemicals, insecticides, drugs, medicines, garage tools and a wide range of machinery and equipment. Import of 129 items, which were allowed to industrial actual users without restriction, will now be permitted only on a restricted basis. In addition, established importers' quotas have been reduced in respect of 19 items, including certain vehicle spares, machinery items and drugs and medicines.

All inquiries regarding the Import Policy should be addressed to the Tariff Section, Export Services Branch, Board of Trade,

(*Continued on next page*)

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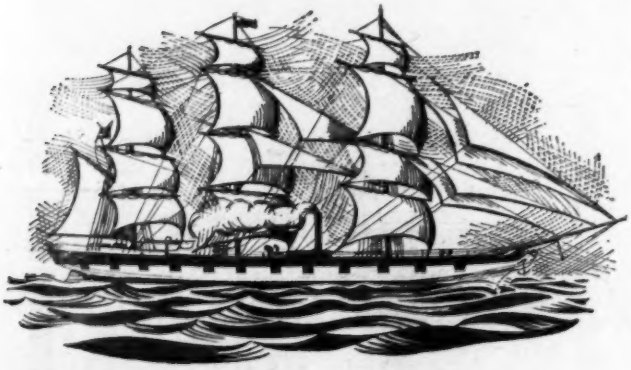

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INDIA, *continued*

Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455).

Because of the complexity of the Import Policy it is desirable that inquiries should include an indication of the imported product's intended use in India, if this is known. Spare copies of the Press Notice announcing the Policy are available for loan on request.

## SINGAPORE

### *Pioneer industries*

THE BOARD OF TRADE have been informed by cable that the Singapore Government have declared the following industries and products to be Pioneer Industries and Pioneer Products under the Economic Expansion Incentives (Relief from Income Tax) Act, 1967:

| Industries | Products |
|---|---|
| Chemicals . . . . . | Pigments and dyestuffs for textiles. |

A preliminary notice of the intention of the Singapore Government to designate these products appeared in the *Board of Trade Journal* of March 14, 1969, on page 808. Inquiries concerning this notice should be made to Commercial Relations and Exports Department, Room 309, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting reference CRE 24014/G.

## AUSTRALIA

### *Tariff Board inquiry on insulators*

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of insulators (tariff item 85.25).

This reference has been made as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

| Tariff Item | Goods | Rates of Duty | |
|---|---|---|---|
| | | General | Preferential |
| 85.25 | Insulators of any material: | | |
| 85.25.100 | Of glass . . . . . | 35% | 5% |
| 85.25.900 | Of other materials . . . . . | 56% | 20½% |

This matter has been reported by the British High Commission at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than May 20. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319) quoting reference No. CRE 1113/69.

## TRINIDAD AND TOBAGO

### *Import licensing arrangements*

THE TRINIDAD and Tobago Ministry of Industry and Commerce have announced that it is proposed to allocate quotas for the importation into Trinidad and Tobago of the following items:

| | |
|---|---|
| 075-01.01 | White pepper |
| 721-03.02 | Electric filament lamps (bulbs) 20 volts and over, screw and bayonet types (not including bulbs for vehicles). |

A notice about the addition of the above items to the List of Exceptions to the Open General Licence appeared in the *Board of Trade Journal* of April 18, 1969, page 1148.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

## JAMAICA

### *Import licensing arrangements: footwear*

THE Jamaican Trade Administrator is prepared to consider applications for import licences, outside of quota, for the following types of footwear only:

Infants' leather footwear – up to size 6 (North American size standard).

House slippers with soles of chrome or split leather and uppers of synthetic or other materials.

Rubber or plastic overshoes.

Ballet shoes.

Athletic footwear not produced locally.

Applications for import licences should be accompanied by an exact sample of the footwear described therein.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

## UNITED STATES

### *Dairy products*

**1. Cheese**

THE *Board of Trade Journal* of November 22 gave notice that the United States Department of Agriculture would consider applications from United States importers for licences to import certain cheeses placed under quota.

The Department of Agriculture has now invited all importers who have reason to believe that their share of the quotas should be adjusted, to submit further details of their records by May 1, 1969.

**2. Cheese and chocolate**

The United States Department of Agriculture has announced that it is prepared to review the import records of United States importers who wish to establish historical eligibility for licences to import certain Italian type cheeses and certain chocolate products recently placed under quota. In order to establish such eligibility importers are required to submit records to the Department of Agriculture on or before May 15, 1969, evidencing the quantities of cheese or chocolate products imported during the calendar years 1965 through 1967.

Inquiries about these two notices should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

**INDEX INQUIRIES**

*Inquiries about the detailed contents of the* JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

## CANADA

### *Regulations relating to the new anti-dumping duty legislation*

THE CANADIAN Anti-dumping Regulations (see *Board of Trade Journal* of January 17, 1969) are amended by adding thereto the following section:

'22. For the purpose of Sub-section 17 (3) of the Act the Deputy Minister shall give notice of his final determination in the case of any goods by causing notice of the determination to be given in writing to the importer, the exporter, the government of the country of export, and the complainant, if any.'

The above information is contained in Order in Council PC 1969-544 dated March 18, 1969.

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| Manufacturers' wholesalers' and distributors' (Q) | 4 April 1969 |
| Retail (M) | 4 April 1969 |
| Wholesale trades (A) | 16 Aug. 1968 |
| **Television:** | |
| Overseas payments and earnings (A) | 3 May 1968 |
| **Textiles:** | |
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| Cotton production (M) | 25 April 1969 |
| Wholesale houses sales (M) | 11 April 1969 |
| Wool exports (Q) | 22 Nov. 1968 |
| Wool output (M) | 25 April 1969 |
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**Board of Trade Departments, etc.**

| *Subject* | *Last published* |
|---|---|
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| Board of Trade regional organization | 28 Mar. 1969 |
| British and Commonwealth chambers of commerce and other British business organizations overseas | 10 Nov. 1968 |
| British commercial representatives overseas | 14 Mar. 1969 |
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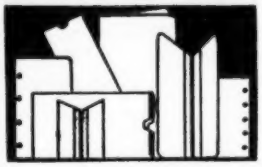

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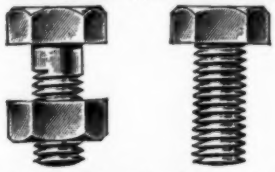

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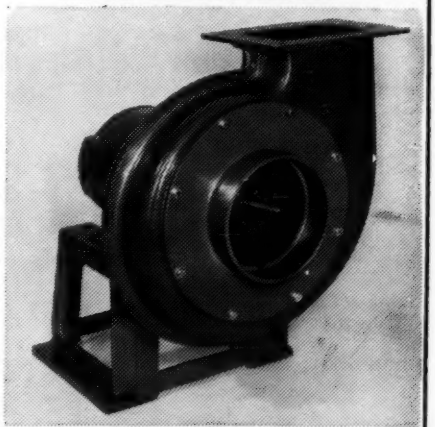

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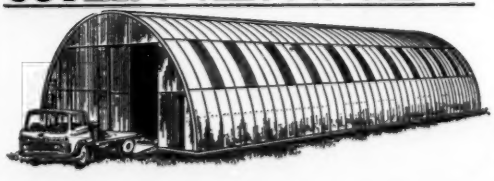

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